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SEPTEMBER 25, 1984 VOL. 12 NO. 26A

# COMPUTERWORLD

BUYER'S GUIDE

*Micro Computer Hardware*

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# COMPUTERWORLD

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*Micro-Computer Hardware*

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# About the Guide

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The *Computerworld Buyer's Guide to Microcomputer Hardware* is a reference manual containing concise descriptions of computer systems and peripherals and short profiles of the vendors offering those products. In addition, this guide also lists vendors of media and supplies as well as manufacturers of board products.

This issue of the guide only includes products designed to operate with microcomputer or small business systems. Readers interested in products related to minicomputers and mainframe systems and all terminal products should consult the *Computerworld Buyer's Guide to Large Systems Hardware*, which was published April 18.

The guide contains four major product sections, each preceded by a fold-out tab divider identifying the products listed within that section. The four tab dividers are: Microcomputers (Section A); Printers

and Teleprinters (Section B); Board Manufacturers and Storage Devices (Section C); and Magnetic Media Suppliers and Plotters and Digitizers (Section D).

In cases where several different types of products are contained within one tab section, a gray-colored page with a product classification identifier is inserted in front of the listings for that particular product grouping.

Preceding the product listings is a vendor profile section (Section V).

The front of the guide features a special magazine containing articles concerning the state of the industry, technology overviews of specific products and issues pertaining to microcomputers.

Also included in this guide are separate indices which provide a method for quickly locating the diverse products listed in the guide.

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## PRODUCT LISTINGS

The product listings contain pertinent technical specifications for the products listed in the guide. Technical data includes information on operating systems, memory requirements, transmission characteristics and speeds, capacities and recording speeds, among others.

Within each product category the listings are arranged in alphabetical order by vendor, with product descriptions following in alphabetical order by device name or model number. Certain product categories are broken down into subcategories to allow the reader to locate a product more easily. For example, the listings for printers are sorted by print technique — line or serial. Within each print technique the products are further sorted by print speed.

Other products with subcategories are as follows: computer systems are broken down by micro/personal, supermicros, small business systems and transportables; tape drives are listed by technology — cartridge or cassette; disk drives are listed by drive type — floppy or rigid and, within each type, are listed according to capacity.

All product listings contain information on purchase terms, pricing and installation statistics when vendors supplied such information.

An example of a typical product listing is shown at right.

### ZENITH DATA SYSTEMS

**ZENITH Z-207-41**

Disk Diameter: 8 in.

Compatibility: Zenith Z-100

Plug Compatibility: IBM 3740

Capacity: 1.3M bytes, Unformatted

Average Access Time: 90 msec

Integral Controller: No

Interface: Zenith S232

Price: \$1,599 without controller

Distribution Method: End User;

OEM; Third-Party

Date First Installed: April 1983

(See Vendor Profile Page V-37)

# About the Guide

## COMPANY PROFILES

The company profile section of the *Computerworld Buyer's Guide to Microcomputer Hardware* contains each vendor's address and telephone number as well as a listing of key management, marketing and technical personnel within the firm. In addition, the profile includes the company's target industries and revenues, among other details.

An example of a typical entry is shown at right.

**ARCHIVE CORP.**  
3540 Cadillac Ave.  
Costa Mesa, CA 92626  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: Tom Makmann  
Head of Customer Service: William  
Miller  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 300

## INDEXING SYSTEM

Each product category (excluding suppliers and board manufacturers) contains an index, which is located prior to that category's complete product listings. The introduction to the index provides a definition of the product class, if necessary, for clarity. It also explains the method used to sort the products for indexing as well as a description (as needed) of the order in which the listings appear in the section.

In addition, each index includes a variety of other important product information which permits readers to decide which products may best meet their needs and thereby avoid lengthy perusing of the guide. All indices include the page number on which the complete product listing is found as well as the price of the product.

An example of an index is shown below.

## Floppy Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
C. Itoh Electronics	YD-620/625	500K bytes, uniform	3 1/2 in.	N/A	C-24
Coleco Industries, Inc.	ADAM DISK DRIVE	160K bytes, form.	5 1/4 in.	\$250 w/controller	C-24
Comark Corp.	MF85DD5	2M bytes, form.	8 in.	\$3,495 w/o controller	C-18

## THE ENTERPRISE FILE

The Enterprise File is data base containing information on thousands of companies that produce or provide computer-related products and services. It is the source of the listing information in the *Computerworld Buyer's Guide to Microcomputer Hardware*.

The project was started in April, 1982 and is a complement to the International Data Corp. (IDC) Data File, a well known data base of end-user facilities.

Information is gathered and regularly updated by IDC through printed questionnaires and telephone surveys. To date the Enterprise File has records on more than 12,000 companies and 30,000 products.

**NOTE:** Vendors were offered the option of placing their company name in a larger typeface than the standard listing size. Vendors were also offered the option of adding a boxed insert at the end of their listing. These options were paid for by the vendor and should in no way be construed as an endorsement of these companies and products by the publisher of the *Computerworld Buyer's Guide to Microcomputer Hardware*.

## Editor's Note

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Industry pundits are calling it a shake-out, while vendors, rarely ready to admit to adverse conditions, are softening the phenomenon, calling it a shake-up. Call it whatever you want, but the truth of the matter is there is a lot of heavy gyrating going on in the microcomputer business.

And, according to many observers the industry will continue quaking for at least another year. In the pre-IBM Personal Computer heyday many vendors like Victor Technologies, Inc., Vector Graphic, Inc. and Tandy Corp. were early into the market with personal computers. No one worried about IBM compatibility then because IBM was not a competitor in the microcomputer marketplace. These companies enjoyed early success because they filled a need for what marketing types call early adopters — those people who were daring enough to buy a product before everyone in the neighborhood was rushing out to buy one too.

Those types of consumers are few and far between, but companies with visionary products were able to reap heady profits in the early days of the personal computer market, especially because buyers were keen to experiment with the latest technological wizardry. But this wasn't the case with the rest of us who stared at the phosphorescent screen in wonder, never imagining we could gain mastery over such a machine — until IBM assured us we could.

In its inimitable fashion, IBM waited until others tested the market, creating awareness and desire for personal computers, and then stepped in to claim the lion's share of the mass market kill. Today, just three years after it introduced its Personal Computer, the IBM PC has become the defacto standard in most corporations, with Apple Computer, Inc., Digital Computer Corp., Wang Laboratories, Inc. and maybe Hewlett-Packard Co. finding their way onto approved hardware products lists. As a result, many of the vendors who responded to user needs early in the micro game or counted on a strong IBM-compatible personal computer market have been left by the wayside or forced to find more specialized niches.

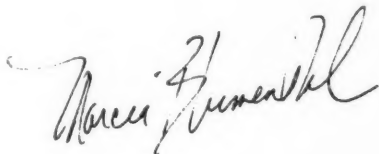
Contributing to the rapid fallout in the microcomputer market is the decision by most corporations to standardize on one or two vendors' hardware, with IBM usually being the major vendor. Three years ago, when an occasional personal computer popped up on an employee's desk for stand-alone usage, the decision of which computer to buy was not a corporate issue. But now that many managers and professionals are clamoring for these devices and the prospect of networking micros to each other and to the mainframe is becoming a reality, the choice of computer products has become a major corporate investment, with information processing managers heavily involved in the selection process.

One information processing manager put it succinctly when he said, "Why reinvent the wheel?" These professionals are comfortable with IBM and a couple of the other major vendors and have plenty of other worries to contend with, such as which software applications to support, how to train all the new users and how to get all these devices communicating with each other.

Moreover, there are some signs that the supply of generic single-user personal computers is catching up with demand. In the past few months talk of multi-user microcomputer systems has been fast and furious. IBM augmented its plain vanilla PC with the PC/AT which functions as both a single and multiuser system and as a file server. Reports from microcomputer managers at major corporations reveal that personal computing is receiving some competition from the information center. Users are finding that the memory in available systems is not powerful enough to handle the more sophisticated packages such as Lotus Development Corp.'s Symphony. More importantly, these managers are reconsidering the feasibility of a microcomputer on every desk and examining the other alternatives for delivering computing power to users.

Although the decision to choose IBM is not necessarily a bad one from the user's standpoint, it certainly has created chaos in a marketplace populated with vendors who often have more innovative and efficient products than those offered by IBM.

But innovativeness is not the key to success in the marketplace anymore; it has been replaced with financial and marketing acuity. As John Gantz, one of the authors in this issue of the buyer's guides puts it, "Even though the microcomputer has put on a three-piece suit and wingtips doesn't mean it isn't young, vibrant and destined to surpass even its premature fame."



Marcia Blumenthal

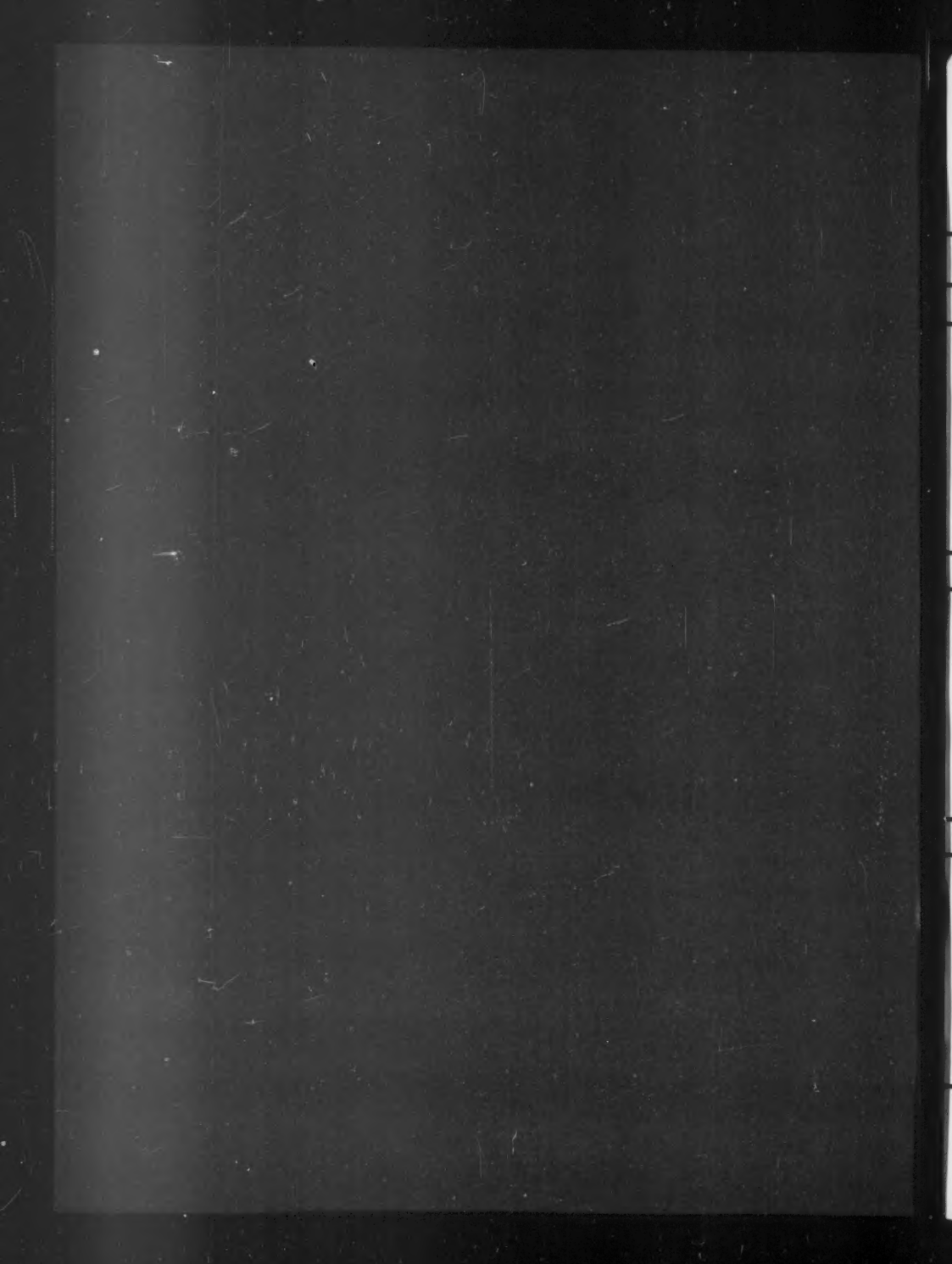
# COMPUTERWORLD

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## BUYER'S GUIDE

*Magazine*

SEPTEMBER 1984



# Magazine

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*By Aaron C. Goldberg*

The significant advancements in operating system and microprocessor technology have yet to be implemented as mainstream system features and the market is screaming for more.

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### **Track Backup**

*By Donald C. Collier*

Backing up data stored on personal computers is every bit as important as it is on mainframe systems, yet little attention is given to this task. The growing number of systems available to do this task are explored.

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*By Marcia Blumenthal*

Many microcomputer managers view their jobs as unstructured and think their position in the organization is hazy. But the situation is changing rapidly as the microcomputer finds acceptance in the workplace.

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### **Getting Carried Away With Kneetops**

*By Richard LePage*

The portable computer is already in its second generation, but these traveling systems still need a lot more power and software before they become a standard item in the information processing repertory.

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### **It's a Mad, Mad Market**

*By John Gantz*

There's a whole lot of shaking going on in the microcomputer market. The future success stories will rely more on business savvy than technological wizardry.

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### **Printers' Progress**

*By Raymond J. Falls*

Microcomputer printers are becoming faster, cheaper and more reliable. There is a lot out there to choose from, but the buyer must understand the trade-offs in the purchase.

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### **Calling in A Consultant**

*By Walter Ulrich*

Using a consultant can help avoid political turmoil in the organization or bring a special project in without creating staffing problems. Knowing what to look for in choosing a consultant is crucial to getting that special job done right.

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### **Who's Minding The Micro**

*By Gerald Isaacson*

There is no such thing as perfect security, but there are measures an organization can take to alleviate the major security problems posed by proliferating microcomputer usage.





## REVVING UP

The micro speedway is heating up with updated personal computer architectures, a growing recognition by users of micros that they have to safeguard their data and a new breed of technical specialists — micro managers — making inroads in the organization. The following three stories explore these new turns in the micro environment.

MICHAEL  
MEYER

# Shifting Into High Gear

By Aaron C. Goldberg

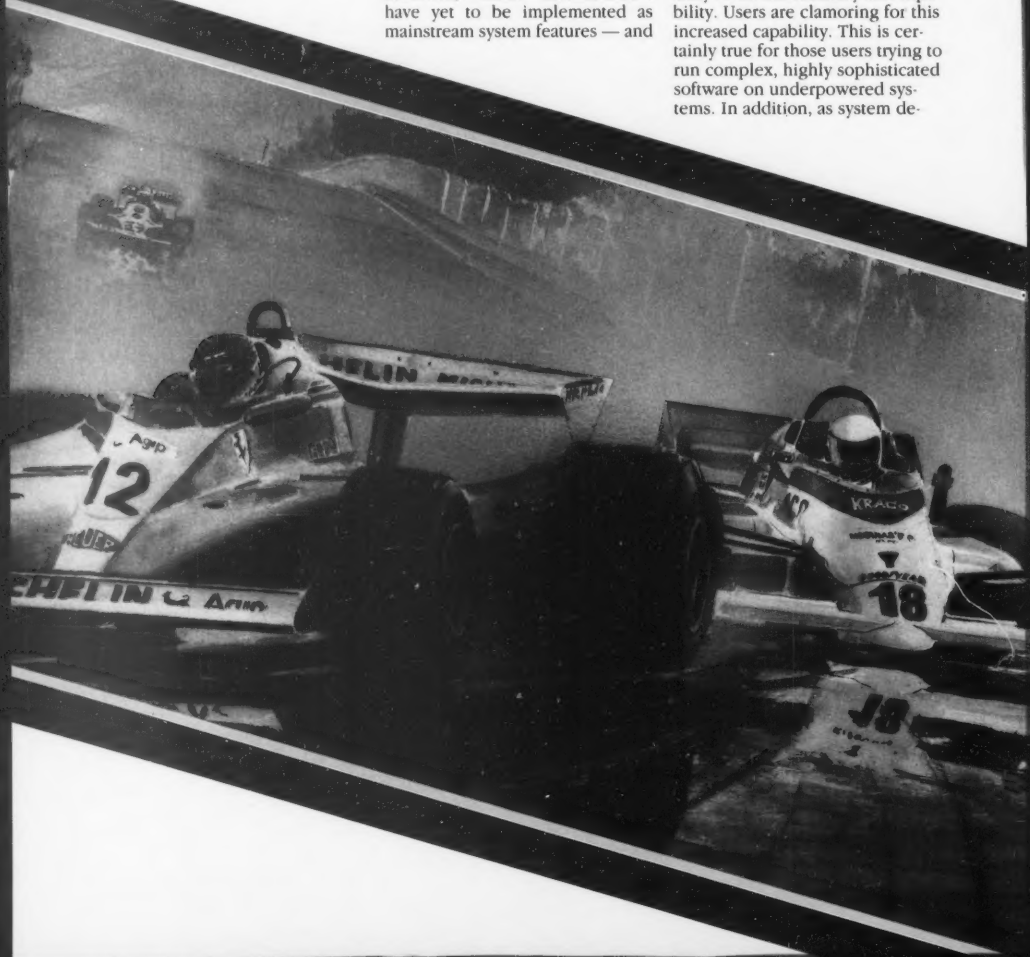
The underlying building blocks, or determinants, of a personal computer's architecture are the microprocessor and operating system specifications. A number of different architectures have come and gone or at least lost some popularity. This trend will contin-

ue as rapid and important technological changes continue to occur on a frequent basis.

When the present state of personal computer architecture is analyzed, it becomes obvious that significant advancements have been made in operating system and microprocessor technology. However, these advancements have yet to be implemented as mainstream system features — and

the market is still screaming for more. An example in each case provides compelling testimony:

- Microprocessors — The most popular microprocessor at the present time is the Intel Corp. 8088, followed by the Motorola, Inc. 68000. Yet both of these devices have newer versions with substantially more functionality and capability. Users are clamoring for this increased capability. This is certainly true for those users trying to run complex, highly sophisticated software on underpowered systems. In addition, as system de-



signers make more of the system operation transparent to the user, more processing capability is needed. Pent-up user frustrations from underpowered personal computers will eventually force the market beyond the 8088 and the base-level 68000 in spite of any compatibility problems or considerations.

- **Operating Systems** — The importance of the operating system to total machine operation cannot be minimized because of the large number of operational features determined by operating system capabilities. The most fundamental problem with personal computer operating systems (and possibly with larger computer operating systems as well) is that they are designed to work with the underlying computer hardware and not with the user. For this reason, such basic needs as multitasking, buffered output and true hardware resource scheduling do not occur in most personal computers. This necessarily demands that the user develop work habits along the lines of the machine limitations rather than human or user needs.

These limitations in the most popular architecture of the present — Microsoft, Inc.'s MS-DOS (called PC-DOS on the IBM Personal Computer) running on the 8088 chip — provide compelling reasons to expect that it will not be the most popular architecture of 1986.

Although the market viability of the IBM-oriented architecture is not in doubt for the next twelve months, the relative importance and stature of MS-DOS/8088 personal computers will decline. There are obvious signs that, due to differentiation needs and user requirements, this architecture will fade in importance in a manner similar to the Digital Research, Inc. CP/M and Zilog, Inc. Z80 architecture. This should not be construed as a prediction of IBM's fall from dominance, but rather as a reinforcement of the architecture changes that technological advancement necessitates. The key

question that the user of these products must ask is where will personal computer architecture move to from its present state.

Components are improving the performance of older designs. Personal computers were designed as scaled-down mainframes or minicomputers. System enhancement was the insertion of the next integrated circuits in the design cycle. However, from a system perspective the results are identical. The user sees a single-task system using a linear addressing scheme, two software levels — operating system and application — and required peripherals for printing and storage. A good example can be made by using an IBM PC and a Kaypro Corp. Kaypro II side by side. For all the perceived advancement of the IBM, both systems function almost identically.

Yet there are important advancements in the wings that will improve these older designs by at least one level of magnitude and present a different system concept to the user. Multitasking is one critical issue. A new version of Digital Research's Concurrent CP/M has an MS-DOS window, but unfortunately, MS-DOS version 1.1 — not version 2.0 — is supported. However, version 2.0 support will be announced. This will allow users to keep older, single-task system software, yet gain the important advantage of being able to do more than one task at a time. In addition to multitasking operating systems, virtual memory will become an important capability that will allow users the luxury of not having to retrieve everything from disks.

An additional imperative for increasing the functionality of older designs is an increase in processing power. It is already clear that Intel's 8088 is destined to be supplanted by the 80188 and 80186. These advancements will maintain the tie with the past, yet upgrade micro capabilities in line with those found on larger systems.

While the marketplace viability of the IBM PC architecture seems

assured for the next year or two, there are important alternatives to MS-DOS/8088 that are emerging. Listed in order of importance they are the Apple Computer, Inc. 32-bit family, Concurrent CP/M running on the 80186 chip and Microsoft Xenix/68000 architectures.

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***The computer literate user is no longer the main focus of the market. This change calls for an architecture that is much more obvious to the user. The Apple design is truly consistent with the market dynamic of increasing numbers of customers becoming computer illiterate.***

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There does remain the possibility of National Semiconductor Corp. 16032-based systems as well as speculated new operating system announcements from IBM. The likely architectures mentioned here include those announced products that appear to have the potential for significant market impact.

The Apple 32-bit architecture found in both Lisa and Macintosh is likely to be a major factor in the personal computer market during 1984, and will become firmly established in 1985. From a design perspective this product is completely different than the IBM concept. The IBM PC reflects the philosophy of a system designed from its most advantageous parts whereas the Macintosh is designed from the inside-out to reflect the user's needs. The computer literate user is no longer the main focus of the market. This change calls for an architecture that is much more obvious to the user. The single determinant of the degree of acceptance of the Apple architecture will be its reception by the third-party software developers.

The Apple design is truly consistent with the market dynamic of

increasing numbers of customers being computer illiterate. The system does have instant utility and compared to the MS-DOS environment is significantly simpler for first-time users. There are third-party products for IBM that imitate some Apple 32-bit characteristics

***The market need for an additional architecture besides MS-DOS/8088 cannot be dismissed. There are certain aspects of software and hardware add-ons that are either difficult or impossible to implement in the IBM architecture or plainly fit better elsewhere.***

and do impart greater ease of use — Trillian Computer Corp.'s Visual, a menu-driven system, is a good example — yet, without the total system design focus of Apple's 32-bit architecture there are some limitations. The Apple architecture does take the heralded concepts of the Xerox Corp. Star and implements them in a more useful and affordable form. This architecture is an unconventional approach in light of typical computer industry products. This break provides important marketing differentiation that should help the Apple products. In addition, aggressive pricing will also be an advantage.

The markets that have initially greeted the Apple 32-bit architecture with great warmth are education, high-level home and smaller businesses as well as a growing number of professionals. The products in the Apple 32-bit line have only started to gain popularity since the introduction of Macintosh and rerelease of Lisa as the Lisa 2. For this reason the exact acceptance of the Apple architecture in each of the many subgroups of the personal computer market is not yet certain at this time.

It is clear that the educational consortium of Harvard, Yale, Stanford and others will insure success of the Apple 32-bit architecture. The biggest question mark in terms of submarkets will be its acceptance by medium- to large-size corporations. These firms have tunnel vision with regard to the IBM PC. It remains to be seen if any consideration will be given to the Apple 32-bit architecture by those users who cannot deal with the more cryptic IBM PC environment. Individual purchases of Macintosh by corporate users may enlighten MIS directors who may eventually allow it to be placed on an approved purchase list.

The Macintosh will soon have IBM mainframe communications ability through products introduced by third-party vendors and network vendors like Corvus Systems, Inc. With no network standard yet dominating the market, Apple supports almost as much communications as IBM and has a good chance of being supported by third-party vendors. A good systems network architecture or IBM 3270 communications capability on the Apple products would certainly be a major advantage.

The market need for an additional architecture besides MS-DOS/8088 cannot be dismissed. There are certain aspects of software and hardware add-ons that are either difficult or impossible to implement in the IBM architecture or plainly fit better elsewhere. In addition to technical reasons behind the need for an alternative to MS-DOS/8088, the consumer orientation occurring in the personal computer market necessitates a choice for the consumer. The theory that different plastic covers the same hardware/software combination is not an acceptable alternative. The manufacturers do in fact brag about the lack of variance between their products and IBM. Given that the use of personal computers is clearly an individual choice, there does have to be a range of alternatives to satisfy personal taste.

The expected rise of Concurrent CP/M or the latest generation of Intel microprocessors would seem to be ordained to some extent by the user's continued clamoring for a true multitasking environment. Although this operating system product has existed for about two years, the large movement of the market to MS-DOS limited the potential upgrade market from other CP/M systems.

The announcements of the MS-DOS window for Concurrent CP/M is the single capability that will start the growth of this operating system. It is important to realize that changes in the operating system environment are likely to be the result of smooth migration from past products to future ones. This is why the MS-DOS window of Concurrent CP/M is so important. It provides the user with the clear upgrade path from their present environment to the next level. An additional consideration for the user is the continuation of the crawl-walk-run type of capability growth that is easiest to comprehend. What this amounts to is the enhancement of the user environment in small, logically spaced steps. There is strong evidence to support the contention that users will become confused by taking quantum leaps in an operating environment without the benefit of intermediate steps.

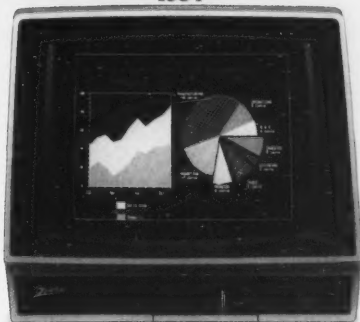
Although there is considerable, unwarranted ballyhoo in the press regarding the eventual dominance of Unix as the operating system of choice, Unix itself will not be very popular in the personal computer market because it lacks any real benefits to the single-user micro environment. Even if Unix were adapted for the single-user environment, it would offer no significant advantages over other operating system products already on the market. Unix-like operating systems will experience limited popularity in the personal computer market. However, Microsoft's version of Unix — Xenix — may achieve some popularity. The reasons behind this lie in three major

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ZVM-133: 80 column display. Ideal for IBM PC and compatibles.

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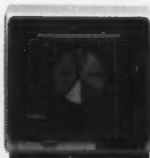
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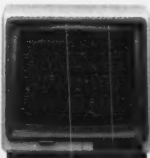
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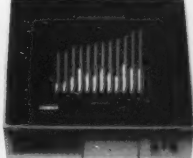
ZVM-122A: Non-glare amber screen. Compatible with most microcomputers.



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ZVM-131: 40 column display. Audio amplifier. Ideal for IBM PC Jr. or Adam.



ZVM-135: 80 column display. Audio feature ideal for expanded IBM PC Jr.

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areas: the large installed base of Xenix users, the support of Xenix by Microsoft and the possible migration of MS-DOS users to the Xenix environment.

The number of installed Xenix implementations in the personal computer market far outreaches any other version of Unix (or derivative) by a factor of three or four to one. Altos Computer Systems, Inc.'s large success is certainly one of the key factors in making Xenix the most popular form of Unix as the secondary operating system by such major vendors as Apple. Due to the high level of support and marketing that must accompany any reasonably popular operating system, Xenix is likely to maintain its leadership position in the limited personal computer world of Unix.

Although there is significant technical support of Unix by

AT&T, this market demands marketing support from a top-level marketing organization. Microsoft has the experience and capability to provide Xenix with this important marketing element, even if it is not their most important product. On the other hand, marketing is not generally accepted to be AT&T's strength, or capability in some more critical opinions. Microsoft is a true leader in the personal computer software market, and any product sold by this company will benefit from this position.

An additional impetus for Xenix in the personal computer market is the possible, yet admittedly difficult, migration from MS-DOS 2.0 to Xenix. Although there is no clean move from single-user/single-task MS-DOS to multiuser/multitask Xenix, there are some important commonalities that can

facilitate the movement of application software — which would allow users to migrate — from one operating system to another.

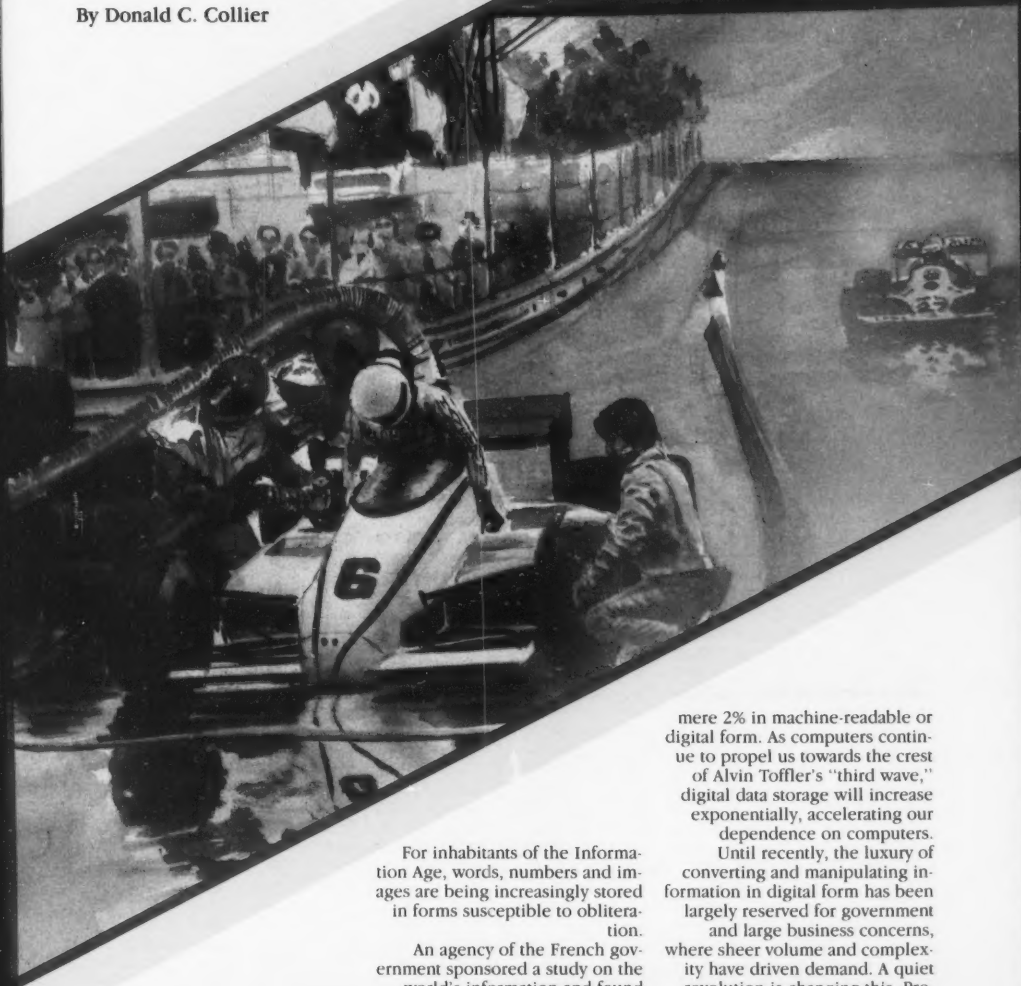
It is precisely these changes in the user environment that will be most important to the personal computer architectures of the middle 1980s. The user should remember that the market itself is larger than any single vendor (even IBM), and that any vendor that refuses to move with the times will be left behind. Before the choice is made to stay with any single vendor, the large user should understand that even a company as large as an IBM, Apple or AT&T will be left behind if they cannot keep up. □

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*Goldberg is director of the Micro System Services unit of International Data Corp., located in Santa Clara, Calif.*

# Track Backup

By Donald C. Collier



For inhabitants of the Information Age, words, numbers and images are being increasingly stored in forms susceptible to obliteration.

An agency of the French government sponsored a study on the world's information and found that 95% of data is presently stored on paper, 3% on microform and a

mere 2% in machine-readable or digital form. As computers continue to propel us towards the crest of Alvin Toffler's "third wave," digital data storage will increase exponentially, accelerating our dependence on computers.

Until recently, the luxury of converting and manipulating information in digital form has been largely reserved for government and large business concerns, where sheer volume and complexity have driven demand. A quiet revolution is changing this. Processing power that used to cost millions of dollars and take up

hundreds of square feet can now affordably fit on a desk. Today only about 13% of the 54 million U.S. office workers have computers or terminals. By 1989, 51% of the estimated 60 million U.S. office workers will have computers. Add to this the hundreds of thousands of

backup copies are regularly made and stored off-site for further protection.

Now, all these precautions sound necessary, indeed even critical, for big data centers. But with personal computers finding their way onto desktops everywhere comes the danger of neglecting lessons painfully learned by the "big guys."

Business-level personal computers require powerful software, calling for more storage with faster access times — thus the advent of the small Winchester rigid disk. The data put on these miniature magnetic files to help manage end-user applications is no less vital to its owners than to the data processing operation of a huge insurance company with thousands of policyholders. If you don't think so, ask any poor personal computer salesman who has attempted to explain the principals of magnetic storage to a user who forever lost his spreadsheet files when his rigid disk crashed. The beleaguered customer, neither fluent in computerese nor properly instructed on the need for backup when he purchased the system, may reciprocate with a lesson in physics of his own — a tire iron from Sears.

The point is that backup of data is every bit as critical where personal computers are concerned as it is with mainframe systems. Yet the subject is given little, if any, attention at the retail level and minimal treatment by those who manufacture small computer systems.

With the development of ever more user-friendly software comes the need for high capacity and economical on-line data storage. Now that rigid Winchester disk drives can be bought for less than \$1,000, an increasing number of small computer systems builders are incorporating these memory extenders into production systems. Disk/Trend, Inc.'s "Disk/Trend Report" estimates that 2 million sub-5¼-in. and 5¼-in. rigid disks in the under 30M-byte category alone will be sold in 1984, increasing to about 4.5 million units in 1986.

This astounding growth is fueling demand for backup systems priced in proportion to the disks being backed up. The need is for small, low power, rugged devices priced in the \$200 to \$400 range for single-user systems. In addition, they must use standard media and be readily available from multiple sources. This wish list narrows the field of candidates considerably and has manufacturers and system builders alike scrambling for the right combination with no clear leaders yet in sight.

To say that all Winchester-based microcomputers have the same backup needs is to oversimplify conditions. One must first look at the applications involved and how the hardware is configured. Bear in mind that only a portion of the 10M bytes or 20M bytes of a system's disk storage needs to be regularly backed up. The operating system and application software, typically in the range of 1M byte to 3M bytes, never changes and is supplied on floppy disks to begin with, leaving only user files to be backed up.

A fundamental application dividing line is whether files must be left on-line versus regularly archiving inactive records onto floppy disk or tape. Many word processing files or spreadsheets for example, can be created, edited and printed and then be backed up immediately, file by file, to floppy disks for off-line storage. This has an added benefit of improving processing efficiency because files are stored randomly on rigid disks as space is available. When they are subsequently processed, the file fragments must be concatenated, which means many head accesses and associated time delays. Backing up data sequentially on floppy disks and then reloading it on the Winchester results in disk restructuring. This is not done too often with personal computers, but if the user has a lot of fragmented files and wants to clean up the hard disk, this process proves useful.

In operating environments where a large proportion of user

***In operating environments where a large proportion of user files must be left on-line and updated frequently, daily file-by-file backup can be a most exasperating experience.***

small businesses, from auto parts stores to florists, and it doesn't take an Einstein to see the trend towards magnetic storage of data.

But there are a few mysteries of magnetic data storage. It can be compared to the horseshoe magnets we played with as kids, but the fact is, magnetically storing data borders on a black art.

Let's face it, our precious bank balances, medical records, airline reservations and so on exist only as mysterious magnetic force fields induced on tiny specks of common rust (iron oxide) suspended in a binder and painted on a substrate. Furthermore, these force fields are so infinitesimally small that waving them in front of an electric motor or household magnet will reduce the data to electronic mush.

Exaggeration aside, the above scenario is well known to computer systems manufacturers and their generally sophisticated clientele. Large- and medium-size data processing operations take great pains to protect themselves against the vagaries of a magnetic data storage environment. Computer rooms are air conditioned and clean, professional operators are used, uninterruptible power systems are installed and multiple computers are utilized to insure nonstop operation. Perhaps the most important function is saved for last: data file

TYPICAL DEVICE TYPES SUITABLE FOR MICROCOMPUTER BACKUP

Device Type	Capacity (M Bytes)	Transfer Rate (K Byte/Sec)	Media Changes Per Each 10M Bytes	Approximate End User Drive Price	Cost Per Media Unit	Multiple Sources
<b>Floppy Disks</b>						
5¼-in. - Conventional	0.3-1	31-62	10-33	\$375	\$3	Yes
- High-Capacity	3.3	62	4	\$625	\$6	Limited
3½ in. Microfloppy	0.25-0.50	31-62	20-40	\$310	\$4	Yes
<b>Removable Rigid Disks</b>						
5¼-in. Cartridge	7.5	625	2	\$1,750	\$50	Limited
3.9-in. Cartridge	5.0	625	2	\$1,250	\$35	No
Bernoulli-type	7.5	625	2	\$1,500	\$35	No
<b>Tape Drives</b>						
½-in. Cartridge	50-150	31-150	1	\$1,250	\$25	Limited
¼-in. Cartridge	20-45	30-90	1	\$750 - \$1,250	\$25	Yes
Minicartridge	10	41	1	\$750	\$18	No
Cassette	10-40	37-112	1	\$875	\$15	Limited

files must be left on-line and updated frequently, daily file-by-file backup can be a most exasperating experience. Feeding handfuls of floppy disks into a computer while others are going home to pipe and slippers can be enough to drive the heartiest of souls to their knees praying for another alternative.

Another key variable is the hardware configuration. Single-user microcomputers are the most common, but an increasing number of multiuser and networked systems are appearing in desktop and portable packages. Backup on single-user systems is the easiest to manage: if file-by-file backup is chosen, only one user has to remember which files have been changed or are candidates for archiving. When multiple users share a common disk drive, however, keeping track of whose files have changed and which ones can be purged quickly becomes unruly. The need in this case is once-and-for-all backup, preferably at the end of each work day. Today's floppy disks are simply not practical in this situation.

The burgeoning demand for small, powerful portable computers argues even louder for a simpler way to do backup. The pick-up-and-go mentality will lull even the seasoned computing veteran into neglecting that seemingly unproductive backup step on the way out the door. The perfect solution has yet to arrive, meantime let's

look at today's candidates.

Devices for backing up rigid disks fall into three categories, floppy disks, removable rigid cartridge disks and tape drives. The chart above lists typical characteristics of devices suitable for micro-computer backup.

**Floppy Disks** — The venerable floppy disk made the microcomputer revolution possible, acting as the primary on-line storage device. The inclusion of small rigid disks in high-performance models now relegates floppies to program loading and backup, the functions for which they were originally designed by IBM years ago. Because they are the medium of exchange between computers for software and data files, floppy disks will remain on systems indefinitely, thus their prominence for backup as well.

Today's floppy disks come in 8- or 5¼-in. sizes, the latter being the most popular in small systems. But with space at a premium, half-high or even one-third high 5¼-in. drives are rapidly taking over the market. Typical capacities range from 0.3M bytes to 1M byte, data transfer is either 5% or 10% of Winchester disks and the per-unit price is competitive, at an average of \$375. They are available from a host of sources.

A new generation of high-capacity, 3½-in. microfloppies is emerging using closed-loop servo techniques and sporting capacities up

to 3.3M bytes from companies like Amlyn Corp., Drivotec, Inc. and Eastman Kodak Co.

These microfloppies are backward-read compatible with 48 and 96 track/in. (tpi), 5¼-in. media, so users are not painted into a corner when they use these smaller units. The limited number of suppliers will keep prices up for a while — in the \$300 to \$400 range — until more models join the party. This product category is very promising because they are smaller and have almost as much capacity as standard floppy units. High-volume vendors, especially the Japanese, are jumping on this product class. There is something very attractive about being able to slip a floppy disk into your shirt or coat pocket.

The pressure to reduce size and power, especially for portable computers, has fostered the development of this microfloppy product class. The great diameter debate is now winding down, with the 3½-in. diameter becoming the most popular. Companies like Micro Peripherals, Inc., Shugart Corp., Sony Corp. of America and Tandon Corp. offer 3½-in. floppies, using hard-jacket pocket-size media storing 0.25M bytes to 0.50M bytes now, with subsequent versions on the way to 1M byte. They are available from multiple sources and the media is mass produced. System builders like Apple Computer, Inc. and Hewlett-Packard Co. have introduced models

using these microfloppies.

Where frequent file-by-file backup is practical, floppy disks are perfectly satisfactory. They are on the system anyway and offer an economical backup alternative. However, for anything like a full disk dump of 10M bytes, floppy

***F***or anything like a full disk dump of 10M bytes, floppy backup is glacial in speed, requiring from 10 to 40 media changes in standard versions, but this is reduced to four changes in high-density models, which may assure the popularity of floppies for low-capacity backup.

backup is glacial in speed, requiring from 10 to 40 media changes in standard versions. This is reduced to four changes in high-density models, which may assure the popularity of floppies for low capacity (10M bytes or less) backup.

**Removable Rigid Disks** — Early IBM-type rigid disks used removable packs and a backup means was built into the units. Winchester disks, on the other hand, store data in a fixed, sealed chamber. A few companies are developing small, removable cartridge drives, which are in essence a removable Winchester, to back up or completely replace fixed Winchesters. DMA Systems Corp. and their licensee, Memorex Corp., offer 5¼-in. fixed/removable and removable-only versions while Syquest Technology, Inc. offers a 3.9-in. removable-only drive.

Omega Corp. offers yet a third approach, a 5¼-in. Bernoulli-type semi-rigid media design storing 7.5M bytes per cartridge. The DMA/Memorex units have 5M or 10M bytes of fixed storage and the same amount of removable storage on its fixed/removable models and 7.5M bytes for its removable-

only model, while the Syquest model stores 5M bytes. All of these drives transfer data at 625K bit/sec, matching rigid disk rates and making them far faster than floppy or tape options; only two media changes are required to backup 10M bytes. Pricing for these models runs in the \$1,500 range and media is \$35 to \$50. However, the fixed/removable units are not turning out as popular as the removable-only systems for personal computer applications. In addition, there is a limited number of suppliers for this product class.

Removable-disk cartridge drives are particularly handy where frequent full disk dumps are done and where time is limited. They are also applicable where complete operating systems or libraries of data files must be transported or distributed, to be quickly loaded back into a system at a later time. For this to be practical, recording format standards must evolve, a step yet to be taken. These drives are a controversial product category because many users are not convinced they are reliable or that it is necessary that the major portion of the disk storage should be removable.

**Tape Drives** — Finally, an old standby remains, magnetic tape. Originally a mainline storage device, later relegated to tertiary functions with the arrival of magnetic disks, tape drives are now coming in surprisingly small packages for microcomputer backup and are viewed as a desirable backup alternative because of their low cost per megabyte of storage.

Back in the dark ages of microcomputers, converted audio cassettes were often used to store data. They gave cassettes a bad reputation in the process, because they were unreliable and inefficient. In 1972, 3M Corp. developed an alternative, the ¼-in. data cartridge. After a slow start, tape drives based on 3M's media have gained wide acceptance, especially after industry-wide format and interface standards were adopted via the Quarter Inch Cartridge

committee formed by makers of these drives. This committee is developing industry-wide standards for recording formats and drive interfaces which will allow a user to take a cartridge out of one vendor's drive and slip it into another vendor's system. Upwards of 100 system builders are now using ¼-in. cartridge drives and the list is growing.

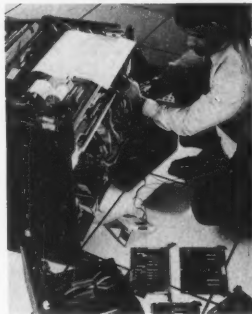
Quarter-inch cartridge drives are made by companies like Archive Corp., Cipher Data Products, Inc., Data Electronics, Inc., Tallgrass Technologies Corp. and Wangtek, Inc. in capacities averaging 20M bytes to 45M bytes and transfer rates from 30K to 90K bit/sec (comparable to floppy disks). Most models use streaming technology, taking steady bursts of data from disks without interruption. Some start/stop versions are offered, allowing large-scale file-by-file backup and disk restructuring capabilities not possible with streamers; the price paid here is time. A steady progression of scaled-down versions finds many models with half-height, 5¼-in. footprints. Pricing for these drives ranges from \$750 to \$1,250 and multiple sources and media are readily available.

A miniature version of the data cartridge, the DEC-100 or minicartridge was also developed by 3M using 0.15-in. tape. To date, only one company, Irwin Magnetics Corp., is actively promoting a drive based on this media for backup purposes. Their drive stores 10M bytes and is small enough to fit in either a 3½- or 5¼-in. form factor. It's cost is low (\$500 to \$750) and media is widely available. At the moment, there is only one source for this drive, but that does not seem to have stopped Compaq Computer Corp., which has chosen Irwin's drive for their new Deskpro computer series.

In the meantime, a few companies have introduced cassette drives specifically designed for data storage. Memtec Corp., Raymond Engineering Co. and Teac Corp. of America offer 5¼-in. mod-

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els with capacities ranging from 10M bytes to 40M bytes, transferring data from 37K to 112K bit/sec, and costing about \$850. Memtec also has a half-height version, and it would not be surprising to see models coming in a 3½-in. package. Vendors of this product class are also organizing to formulate format and interchange standards.

A new tape product class is emerging — half-inch cartridge drives. Companies like Electronic Processors, Inc., Memorex, Rosscomp Corp., and Tandon Corp. have announced 5¼-in. products, with others expected to join including Digital Equipment Corp. and Control Data Corp. These devices have capacities in the 50M-byte and greater range and transfer rates are typically 30K to 150K bit/sec. Because these products are just coming to market, standards have yet to evolve and systems builders are reluctant to commit to any one company's approach. Big players are involved in this prod-

uct category, including 3M for media production. And with its new ½-in. 3480 drive, IBM has set a media standard, which most likely will filter down to smaller systems.

The ½-in. cartridge tape drives will primarily impact the high-end multiuser microcomputer segments. A slow start, limited sources and lack of standards for ½-in. cartridge tape drives has given them time to become firmly entrenched in low-end applications.

Tape backup is superior to other alternatives on a per megabyte cost basis, but if floppy disk backup is not practical due to performance or convenience constraints and moderate transfer time is acceptable, tape is the way to go. Although the inconvenience threshold varies according to individual users, if you've got to change floppy media more than four times it's inconvenient. The drawback with tape is the incremental cost for the tape drive, which can run \$1,500. If cost isn't a major stumbling block,

tape is probably a better way to go, especially with multiuser micro systems. The convenience of loading one media unit, pushing a backup command, and walking away can be a very attractive thought.

Until something exotic, such as optical storage, comes along, backup solutions will come from the currently available technologies. And, lest we ever forget, what IBM chooses to do at the low end could well be decisive. Until IBM settles on a backup device other than floppy disks, major OEMs like Hewlett-Packard and DEC will be the bellwethers. But thus far, no single approach has dominated. □

*Collier is marketing analysis director at Applied Magnetics Corp., Goleta, Calif., a manufacturer of magnetic disks and tape heads. He was formerly a data storage industry analyst with Freeman Associates, a management consulting and publishing company.*



# Setting The Pace

By Marcia Blumenthal

One Friday afternoon you are sitting in your office contemplating your plans for the weekend when the boss calls you in and says, "Hey, you know more about micros than anyone else in the company. Everyone who works here wants a personal computer these days and I was just talking to our executive vice-president who said we need someone to get a handle on these little computers. How would you like to head up that effort? Thanks, I knew you would. Have a nice weekend."

This scenario for the making of a micro manager may sound like a high-technology version of *A Star Is Born*, but in many cases it's not too far from the truth.

"I fell into the job," recalls Ron Goldfarb, manager of office automation systems at Pratt and Whitney headquarters in East Hartford, Conn. The director of corporate DP sent out a letter asking for an office automation representative

for a meeting about microcomputers.

Likewise, Robert G. Moskowitz, desktop computer supervisor at American Motors Corp. (AMC) in Detroit, says he was selected for his job because "he was the principal supervisor in the information systems department who was involved in philosophical discussions on automation."

Of course not all micro managers were created from an amorphous mass of confusion. However, the people occupying these positions today generally started out a year or two ago to fill an undefined void in the corporate computing environment. Most micro managers were "thrown in

there by people above them," observes Steven Hochberg, microcomputer manager for Complete Technologies Corp., a consulting firm in Flint, Mich. They were basically unprepared for their jobs in terms of management skills. Hochberg has the added perspective of directing the Micro Managers Association in Detroit, a network of these managers that also has loosely affiliated groups in many other cities. (See related story.)

Although some micro managers have nontechnical backgrounds, most were recruited from traditional DP ranks and think a technical background is a necessity for the job. One exception to this tenet is Goldfarb who quips, "I grew up in the user community, so I'm one of the good guys. It makes for some fascinating battles between the mainframe guys and guys like me." By contrast, Marcia Hearst, manager of the information center at Metropolitan Life Insurance Co. in New York, hails from the systems programming area, where she was responsible for bringing in APL-based products and consulting with users.

Julian Horwich, manager of corporate office automation at American Hospital Supply Corp. in Evanston, Ill., started out 20 years ago with degrees in electrical engineering and computer science. As early as 1976 he was working at the giant hospital supply company with what was then state-of-the-art end-user computing equipment, consisting of Digital Equipment Corp. minis used by experimenters in an animal laboratory whose data was transferred to an outside mainframe. Through his vast experience Horwich has been able to document the long pilgrimage end-user computing has taken.

At the time they started their jobs, most managers reported their responsibilities were hazy and the corporate environment was confusing. A lot of this uncertainty still exists, but the situation is changing. "Right now at our company there is no organizational structure for the micro manager or support

person," according to Kenneth A. Edelstein, manager of microcomputer support information services at Merrill Lynch, Pierce, Fenner and Smith, Inc. in New York. "There is a series of semiautonomous feudal kingdoms."

The micro manager is a salesman or a guru who can "educate, charm and beguile the technology so users can put the micro to good use." As far as control goes, it's not there yet, but Edelstein sees an eventual move towards more centralized support. Right now a cooperative venture is forming between his group and another micro support group in the organization. What he'd like to see is more formalized communication with his counterparts in the organization. Eventually the micro manager role will be viewed as a function similar to the traditional DP manager's role, he predicts.

Agreeing with Edelstein, Hochberg thinks the micro manager position is definitely a corporate position and may become a large part of the DP group. "I do not think the micro manager will achieve the political power in the organization that the DP manager has because the workstation is only one part of the information process." At first, organizations put the micro on the side to see how it would develop within the organization, then it was drawn into the information fold. But it is a powerful position because the micro manager often has purchasing authorization, he points out.

At GCA Corp. in Bedford, Mass., Glenn Fund was recently hired as the manager of end-user computing because the management of the firm thinks the role is critical. Fund is charged with specifying hardware and software for vendors and micro selection, among a myriad of other duties. He sees the need for a strong affiliation with DP. His firm is taking a very structured view of personal computing. Prior to Fund's joining GCA, no one had responsibility for centralizing systems. GCA presents an interesting situation because the

firm is also installing its first in-house mainframe and has hired what Fund refers to as a heavy-weight DP manager who will also be tying personal computing and telecommunications into the computing framework.

AMC's Moskowitz sees the situation in a different light. At AMC "our structure changes biweekly," he says. As the original micro manager he had the freedom to set up the criteria he considered important for micro usage, which is a powerful position in a company. The micro manager is a pivotal position at the low end of the learning curve, but "once the corporate attitude is established the need for strength becomes unnecessary unless people are building empires," he continues.

Most likely the micro manager's power at AMC will be reduced because the responsibility for procurement may be going back to operations. In the micro arena, procurement has to be timely and operations isn't always known for its timeliness. What will eventually happen is an end-user evaluation group will do broadbrush analyses of products and direct it to the information systems department.

Moskowitz is now moving into the information center — the new hot button in the company. The information center concept is cutting into personal computer usage, he notes. "A data base of any size does not function well even on IBM's PC/XT. Personal computers are not meant for heavy I/O and we found our users are eating up every piece of available memory for spreadsheets," he reports. So with the information center there will be two alternatives for end-user computing. In his new position Moskowitz will determine which employees get a personal computer and which ones would be adequately served by terminals.

Although the visibility and power of the micro manager varies from organization to organization, most micro managers see the position fitting into the general DP structure. However, it appears it

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## Help is on the Way

Often drafted into their one-of-a-kind positions by superiors and left to fend for themselves in an ill-defined corporate environment, the life of a microcomputer manager is not an easy one. What do they do when they want to compare notes? Well, they can drop in on meetings held by the local microcomputer managers associations that are springing up in urban areas throughout the country.

Although there are less than 10 of these full-fledged networking groups operating currently, interest in them is keen, according to Marty Butler who directs the Microcomputer Managers Association of New England (see accompanying list on page 27). Butler was selling prepackaged software, such as Visicorp's Visicalc, to large organizations and he was talking with a lot of emerging micro managers. Everyone was wondering what everyone else was doing. About a year and a half ago "I called a lot of people I knew at big companies such as Gillette [Co.] and John Hancock [Insurance Co.] and set up a meeting in Boston." The result was the establishment of the micro managers association, which now has about 225 members.

With the clout of big user companies represented at these meetings, Butler found he could sponsor meetings in Boston and call in large vendors to give demonstrations on their products very shortly after introduction.

Everything is still in a "mish-mash stage," Butler reports, adding the group wants to establish committees to review products and to develop training methods. "Right now it's only a skeleton, but it's better than being out there with nothing," Butler adds.

The various microcomputer manager associations are not users groups — they are networking groups for managers who are responsible for managing micros or some aspect of micros, such as product selection and support, according to Alan Gross who is president of the Microcomputer Managers Association in New York. Although the groups currently in operation are local organizations and are not formally affiliated in any way, they

remain in relatively close contact with one another. This past June, the New York group sponsored MicroForum, a conference attended by 200 microcomputer managers and 45 vendors. Feedback from this event was very positive and it looks as though other forums are in the wings.

One of the major functions of these groups is to provide feedback to vendors on their products, services and support, Gross reports. As Gross and others see it, a major problem is preannouncement of products by vendors. The vendors do not know the havoc they create when users see advertising for a new product and call around and no one knows anything about the product. Micro managers also need better demonstrations and more detailed technical information from vendors. He rapped sales people from stores and distributors for not being knowledgeable enough about the products they sell.

Volume discounts and licensing arrangements are other aspects of vendor practices that are major concerns among micro manager associations. Vendors don't understand that companies can't order 100 units of something at one time. "It's more like five at a time, which could total 100 for the whole year," Gross explains. It is hard to predict annual purchases with a great degree of certainty.

Moreover, an unlimited license agreement has to be developed in order to buy one version of a software program and use it throughout the organization. Right now everyone buys a program at different times and seven different versions of the product appear. All of these cannot be supported, Gross continues.

Although a good deal of time is spent with vendor relations, micro managers spend a lot of time talking about other topics at these meetings. Major concerns are mainframe-to-micro links, integrated software packages, data base management systems for micros, training and support for executives and standardization of software and hardware within the organization and local-area networks, among others.

will take some time for responsibilities to settle. Many reported that when the position was first recognized by the organization, one person was responsible for everything. These days it looks as though the micro managers are having staff assigned to them with duties such as support or applications specialists.

Despite hazy job descriptions

and organizational uncertainties, the typical micro manager is a very busy person. They see their challenges from different perspectives, set their goals and measure their accomplishments in different ways, but all feel they have made progress in their respective spheres of influence.

Metropolitan Life's Hearst likes the micro manager's position

to that of diplomat. Bringing the right products to the right people is one of her goals. "Sure, we have localized groups; that's always going to happen. We have strict rules with hardware, but we are benevolent with software." One of Hearst's goals is to get users more involved in the software evaluation process. "On a centralized basis we can weed out the five or six

best packages for an application, but we want input from local groups. On a hardware or communications package you need a stable vendor, but if your graphics vendor goes under, it's not a devastating task to find another package."

Also, she would like to have her company be a beta test site for vendors so they can give them feedback on new product.

Although micro managers are often responsible for purchasing micros, deciding on which micro to purchase is almost a moot point. Most micro managers interviewed reported the IBM PC or the PC/XT and Lotus Development Corp.'s 1-2-3 are de facto standards in their firms.

The real duty now is "controlled implementation," according to Hochberg. How you get micros integrated with the rest of the organization and make sure people are using them effectively and efficiently is the real challenge.

Pratt and Whitney's Goldfarb felt the firm had scored a major breakthrough when a group of 40 senior staff members went to a strategy meeting armed with eight personal computers for simulating a business plan. On a more dramatic note, the parent corporation, United Technologies Corp. bought 1,100 PCs, gave executives a three-day training course and the com-

puter as a graduation present.

On a similar note, Edelstein is really pleased with his Micro Share program, which has almost 200 public-domain software programs that the firm's 4,000 users can access with a time-sharing identification.

At GCA, Fund is setting up a user group within the company which will serve as a personal computing strategy group. Departmental managers will assign key word processing and personal computer users to meet monthly in order to set up guidelines on issues such as product selection and training. "I want this to be a group decision, I don't want to dictate [the strategy]. Users have to believe micro managers are performing a useful function. If we are not responsive to their needs, they will find a way around us."

Another major challenge is support. "My biggest piece of advice is to grow your own support people," offers Merrill Lynch's Edelstein. "Upgrade the administrative assistant to a micro applications specialist and managers will then have semiautonomous versions of themselves in every department."

Developing inside support personnel is definitely one way to take care of the problem, but American Hospital Supply's Horwich has found what he thinks is a nifty support delivery vehicle for personal

computer users at corporate headquarters — Duns Plus, a remarketer of IBM PCs integrated with major spreadsheet and word processing packages and outfitted with communications software for downloading mainframe data and connecting to outside data bases. Duns Plus provides training and a hotline. "You pay a little extra for it, but it's cost-effective because it solves the support problem," Horwich offers. "Buying a PC is like ordering *a la carte*; Duns Plus is like getting a whole dinner."

And last but not least, all micro managers are also grappling with standardization, particularly trying to avoid duplication of applications and instituting local-area networks.

And if all these activities are not enough, micro managers can spend their spare time keeping up with technology and new products. Horwich colorfully describes a fantasy he has about solving this dilemma. "I'm standing on a mountain overlooking Silicon Valley with a one-million watt amplifier. I yell 'stop' and everyone runs out and goes to the beach and has a party for a year. Then micro managers have a year to figure out what's going on." □

*Blumenthal is editor of Computerworld Buyer's Guide.*

*The following is a list of the directors or founders of major microcomputer management associations currently in operation.*

#### NORTHEAST

##### Marty Butler

Microcomputer Managers Association of New England  
35 Harvey St., Room 4  
Cambridge, MA 02138  
(617) 661-7007

##### Alan Gross

Smith Barney, Inc.  
333 West 34th St.  
New York, NY 10001

#### MIDWEST

##### Steven I. Hochberg

Complete Technologies Corp.  
747 Church Road  
Elmhurst, IL 60126  
(312) 530-4200  
(Chicago and Detroit groups)

##### Robert Wasserman

Peat, Marwick, Mitchell & Co.  
1700 IDS Center  
Minneapolis, MN 55402  
(612) 341-2222

#### WEST COAST

##### James L. Haner, CDP

38240 N. Sixth St. W.  
Palmdale, CA 93550  
(805) 947-9772

##### Chick Bornheim

Micro Mega Systems  
834 Baker St.  
San Francisco, CA 94115



# Getting Carried Away

By Richard LePage

When Epson America, Inc. introduced the HX-20 notebook-size microcomputer at the National Computer Conference in 1982, it was both hailed as a major breakthrough in computing and dismissed as an expensive, computerized toy. Priced at \$795, it featured a 4-line by 20-column liquid crystal display (LCD), 16K bytes of ran-

dom-access memory (RAM), built-in thermal matrix printer and microcassette tape drive. The HX-20 was certainly a microcomputer, although not a very powerful one. Epson acknowledged the power limitation but pointed out that the machine was designed to complement a desktop system, not replace it. The portable was targeted at the

businessman on the road who needed to keep notes and figures, work on reports and be able to send his work back to the office.

Unfortunately for those businessmen, the Epson machine never really took off. It suffered from poor distribution, had too small a screen to be able to read with any degree of clarity, had insufficient



# With Kneetops

memory to do any real word processing tasks, had battery problems and, most importantly, had no real software base. Although still marketed, the HX-20 has been replaced by a more versatile, more powerful group of notebook- and briefcase-size machines that are quickly approaching the capabilities of desktop computers and are

truly portable computers.

The first real success in portable computing was Tandy Corp.'s TRS-80 Model 100. Weighing in at four pounds, it had an eight-line by 40-column LCD, full-travel (typewriter-style) keyboard, a built-in 300-baud modem and 8K bytes of RAM — all for an initial price of \$799. Built into the read-only memory

(ROM) were five software modules; a text-editor; Microsoft, Inc.'s Extended Basic; an address organizer; a schedule program; and a telecommunications control program. Designed by the Japanese firm Kyocera and licensed to NEC Electronics U.S.A., Inc. and Tandy in similar forms, the machine took off in the U.S. marketplace, and

quickly followed by a slew of introductions by major vendors determined to get a toe-hold in the infant market. Hewlett-Packard Co., Gavilan Computer Corp., Olivetti Corp., Apple Computer Corp. and Epson have debuted variations on the notebook theme. And other vendors, such as IBM, are rumored to be working on lap-size computers which offer nearly as much power as their desktop models.

A major breakthrough in powerful, full function portables was scored last year by Sharp Electronics Corp. with its briefcase-size PC-5000, an IBM Personal Computer-compatible system. The PC-5000 featured 256K bytes of RAM, a 16-line by 80-column LCD and was battery-powered. While it hasn't truly met with much success in the marketplace, it did signal that it was possible to shrink a desktop down to a usable, portable size.

There have been other portable machines, such as Compaq Computer Corp.'s Compaq, which offer full desktop computing capabilities, but these systems were really transportable machines, ones that were moveable, but not computable on the road. They must have an AC outlet to run and weigh upwards of 35 lbs.

In May 1984, Hewlett-Packard announced the HP-110, an IBM PC-compatible, 8.5 lb., lap-size computer with a whopping 272K bytes of RAM. The biggest plus of the system was the applications software burned into the memory of the machine. Lotus Development Corp.'s 1-2-3; HP's Memo-maker word-processing program; a terminal emulation program; MS-DOS; and an HP systems utility had all been squeezed into 400K bytes of read-only memory (ROM). The HP lap-top also features a 16-line by 80-column LCD.

Sold for about \$3,000, the HP-110 combines many of the best features of both the desktop and portable computers. With Lotus 1-2-3 in memory, businessmen have a powerful integrated business program and the ability to transport files to HP's desktop, the HP-150,

or to the IBM PC or compatibles.

Epson followed HP's lead less than a month later, introducing the Geneva/PX-8. Priced at \$995, the PX-8 has 64K bytes of RAM, 32K bytes of ROM, an 8-line by 80-column LCD. Burned into ROM are Digital Research, Inc.'s CP/M operating system and three Micropro International Corp. application software packages: WordStar, Portable Calc and Portable Scheduler.

It is too early to judge the success and market acceptability of the new HP and new Epson machines, but they received a lot more kudos than their earlier counterparts. These new lap-tops employ the most advanced technology commercially available, offer major operating system compatibility and are very affordable. Ultimately, however, their survival depends upon whether they are used for general business applications that are also performed on desktop systems.

There are still many complaints about this new generation of machines, most of which center around memory and screen size, battery power, data transport and IBM PC-compatibility. If these problems can be resolved portables will have a lot better chance of being accepted by business users.

With all this hoopla surrounding knee-tops, market researchers are now calculating market predictions for these units. According to figures compiled by InfoCorp, a market research firm located in San Jose, Calif., mobile computers in 1984 will capture 2% of the total micro market revenues, and by 1989, 11.5% of the micro market. The major users of the portable computers are, in general, people "who are high achievers, who have interrupt-driven days and need computing capability away from the office," according to Sandy Gant, a senior analyst at InfoCorp. Their main concern is data compatibility, or the ability to upload their spreadsheet or word processing files to their office systems in a form in which they are usable.

Machines such as the TRS-80

Model 100, the NEC PC-8201 or the Olivetti M-10 can transfer files using straight ASCII code, but this process is slow and often inaccurate. These micros are not data compatible with the current crop of desktop micros. On the other hand, the HP-110, with its MS-DOS operating system, has the capability to upload a Lotus 1-2-3 or similar data file to another MS-DOS computer with a high degree of data integrity.

The Tandy, NEC and Olivetti lap machines, while powerful for their size and price, will most likely not make any major inroads into standard business applications, according to Norm Dewitt, director of personal computing for Dataquest, in San Jose. The most popular and useful machines will offer IBM PC or Apple compatibility because of the enormous software base present for both those vendors. Without a sizeable base of applications to run on notebook or briefcase micros, new portables will meet with a very limited market acceptance.

The Model 100 is selling well at approximately 2,500 to 3,500 units per month, but is being used primarily by journalists, construction workers, order entry personnel and other people who need note-taking and basic computing capabilities on the road or in the field. Gant says that Tandy originally envisioned the Model 100 as an entry-level home computer, but surprisingly, 70% to 80% of these portables are being used for limited business applications. Some prime applications for the portable computers, aside from basic business and journalism, are found in the government, military, scientific and engineering arenas. Grid Systems Corp. discovered a niche for its Compass briefcase-sized model in the federal government for auditors toting the machine around on field audits. The Compass, however, is not a true portable, as it is an AC-powered machine. Adding a battery pack brings the weight of the computer up to almost 17 lbs.

According to Gant, one group

targeted as good candidates for notebook computers were field sales representatives, but, with the exception of some insurance and real estate professionals, this group is resisting carrying lap-size computers because they think it creates more work than is necessary. Previously, to create a report, field service personnel only had to deliver the data to an office worker. Carrying a computer in the field, with its logical data structure and report capabilities, means that a representative is more responsible for creating the finished report.

One of the major stumbling blocks in the acceptance of portables is the availability of software. Although the Kyocera models do not have a major operating system built into their RAM packs, there are a few companies which manufacture software for them. Traveling Software, Inc., a Seattle, Wash., firm, has designed spreadsheet, data base and other productivity software for the Model 100, PC-8201 and M-10 micros. Another firm, Datacount, Inc., in Portland, Ore., manufactures a DBMS for the same computers. Even though a user must purchase a disk drive or cassette player and also most likely must add memory to the machine's limit, the added power of such applications is a big plus for field-intensive work.

The largest problem facing the notebook and briefcase computers is the technology used in constructing them. The market is technology-driven and, because most of the technology is new, certain drawbacks will continue to plague the sector until it matures.

The major limitations associated with lap computers are power requirements, memory size and mass storage, screen size and price. Power requirements are high for personal computers and the methods which allow the lap-size machines to run on batteries are only newly available. Current complementary metal-oxide semiconductor (CMOS) technology, which allows the lap computers to run on minimal power require-

ments, has not truly been refined. Newer CMOS chips, such as the ones found in the HP-110, allow up to 16 hours of continuous use without recharging or changing batteries, but, until CMOS technology allows use of power-hungry peripherals, total portability will be a major problem.

CMOS chips are also not readily available because few manufacturers are producing the chips in mass quantities and the prices are still too high.

Memory size is another sticky subject, although it is being addressed by the new manufacturers of the lap computers. The HP and Epson machines, with their desktop-size memory allotments, are approaching the ideal size in terms of computing workspace. However, one shortcoming that these manufacturers often fail to fully explain to users is that with 1-2-3 or WordStar loaded into memory, there is not that much room left for other applications. Without a disk drive or other mass storage device, file maintenance is a top priority. Some machines allow a RAM chip to work as a disk drive. Other machines, such as the Grid Compass, have bubble memory modules, which allow more storage, consume less power and retain data even with the computer turned off.

Unfortunately, the problems associated with mass storage are still major hurdles. Bubble memory, a seemingly ideal method, is currently too expensive. The new, smaller 3½-in. disk drives are too power-intensive to be able to run effectively. Cassette storage is too unwieldy and pitifully slow.

Screen size is also related to the price, power and technology considerations mentioned previously. The tiny display found on the Epson HX-20 has been replaced by eight- and 16-line displays. But problems remain. LCDs are highly power-consuming. Also, the current LCDs used have poor resolution and graphics capabilities, poor viewing angles and, in the smaller displays, incomplete character generation.

Bert Sperling, president of Datacount, also sees the screens as incompatible with desktops. Until the displays can reproduce, line-by-line, the image found on a CRT, lap computers will have little impact on high-end microcomputing. "When the HP machine can reproduce 1-2-3's graphics display, we will then find a true lap-size computer," Sperling said.

Other display technologies, such as the electroluminescent technique, are being considered as alternatives to the LCD, but there is no real competitor to the LCD at present, especially when compared with its low price and lower power requirements.

Price is the final obstacle in the lap computer's road to fame and fortune. Right now, the spectrum of price runs from the low \$699 to \$999 range all the way up to the \$5,000 and over range (the Compass and Gavilan's Mobile Computer). Infocorp's Gant sees this as a passing phenomenon, "The technology seems to be at the high-end of the price curve. As the technology levels off, the price should come down significantly. There is a fear about the price right now. Many people think that, although it does many of the things that a desktop does, it is smaller and must be cheaper."

As the lap computer matures there will most likely be a stratification in the market with performance being the demarcation point. Full-power portable micros, those featuring all the capabilities of desktop personal computers, will be priced in the \$3,000 to \$6,000 range, while machines with lesser capabilities (notetaking, simple financial work) will be priced anywhere from \$450 to \$1,000. Between these two extremes will be a wide spectrum of specialized and powerful models which will offer varied characteristics available to a broad array of markets.

*LePage is production editor for Computerworld Buyer's Guides.*



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# It's A Mad, Mad Market

By John Gantz

Think back. It was just last year that the microcomputer soared to national prominence on the wings of computer buyers, Wall Street analysts and man-in-the-street adoration.

Indeed, the microcomputer of 1983 was a swash-buckler, beginning the year on the cover of *Time* as 1982's "Man of the Year" and ending it as a prerequisite for matriculation at dozens of colleges and universities.

*Requiescat in Pacem.*

The year 1983 is long gone and so is the microcomputer and the attendant industry that existed then.

The industry that was hailed as the employee's Shangri-La, as the venture capitalist's winning lottery ticket and as the public investor's chance to own shares in a perpetual motion machine is no more.

In its place is a more somber game. One where financial acumen counts as much as technological wizardry, where solid management replaces visionary leadership.

Buyers who fail to recognize how drastically the vendor environment is changing and spot the survival tactics successful vendors must now adopt will rue their blissful ignorance in years to come.

For the microcomputer industry, 1984 is a year of metamorphosis.

And, as in previous computer industry transformations, it has not been painless. Companies have gone out of business, employees have been let go and investors have been burned.

There are many measures of an industry's health — order rates, backlogs, price/performance improvements, revenue growth — and there are still plenty of

---

signs that the microcomputer industry is alive and kicking.

But there is probably no better gauge of the esteem within which an industry is held than its stock market performance.

In this regard the microcomputer industry's fall from grace has been swifter than that of a 1950s teen idol.

The table on page 35 illustrates this transfiguration.

It examines 50 publicly held microcomputer companies, compares their first quarter 1983 financials with first quarter numbers of 1984 and looks at their stock price position. The figure for the total is based on aggregate revenues and earnings, meaning it's weighted toward the systems suppliers.

Note that although revenues and earnings grew from one year to the next, albeit not at the same pace, stock prices plummeted. At the same time, the overall market, as measured by the Standard & Poor's Register of Corporations 500 index in June 1983 and June 1984, held steady.

A measure of the changing regard Wall Street had for the microcomputer industry is the computed "disfavor" factor, the multiple of earnings growth times the reciprocal of the stock price drop from its 52-week high. If a company's earnings doubled from 1983 first quarter to 1984, and its stock price dropped in half, its disfavor factor would be 4.

The disfavor factor is essentially a measure of change in price/earnings ratio (P/E), a common measure by which analysts gauge a stock's attractiveness. The industry's disfavor factor of 3 is roughly equivalent to the average P/E ratio dropping to one-third its previous value — a true flip-flop in investor sentiment!

There seems to have been some prescience in the stock market's repudiation of all things micro; by the middle of this year a handful of vendors, including Franklin Computer Corp. and Vector Technologies, Inc. were folding their tents, and a few more, like Eagle Com-

puter, Inc., Vector Graphic, Inc., Wicat Systems, Inc. and Teleram Communications Corp. were staring over the edge of a cliff. And redoubtable companies like Kaypro Corp., Tandy Corp., Ashton-Tate, and MicroPro International Corp. watched revenues dip in the later quarters.

The high pitch of market euphoria that existed in 1983 only made the industry's metamorphosis in 1984 that much more startling a contrast. Observe the following events:

- IBM built a 1984 business plan on forecasts generated when growth in demand for its personal computer was peaking; the company boasted it would triple 1983's production in 1984. When that growth cooled, and the PCjr and portable models flopped, IBM found itself overcommitted to production. It was forced to cut prices simply to move enough products to keep plants busy. In the process it sliced into competitor's profit margins; perhaps a not-uncalculated marketing side benefit to a financial necessity.

- The industry's incredible growth in the five years between 1978 and 1983 prompted so many companies to enter the business that by 1984 buyers faced a surfeit of products. So many choices were available that users became paralyzed by choice. Picking products for purchase became less a science of choosing between technologies to fill applications needs than an art in picking companies that could survive financially. When the public takes a breather, sellers breathe their last.

Look at the market for integrated spreadsheet software. So many companies announced products to compete with Lotus Development Corp.'s 1-2-3, that the resulting advertising cacophony diluted the claims of all of them. Buyers began asking themselves not only which spreadsheet they should get, but whether they needed one at all. By the time Lotus' Symphony was shipped, it met a jaded public.

- Incredible unit growth — from

one million personal computers worldwide in 1980 to close to 25 million today, according to International Data Corp. — stretched the supplier infrastructure past capacity. Chip and disk drive shortages hit all major system suppliers at once, and expanding backlogs not only cut into dealer profits, but also taught potential buyers that they could delay purchases and survive. Companies like Tandy, which suffered as a result of shortages in marketing its TRS-80 Model 2000, found computer revenues dwindling just as production problems were solved.

- New channels of distribution appeared like gullies after a desert rainstorm. Where once there was only one place to buy a computer — from the local vendor's salesman — there were dozens of sources, including retail stores, franchise chains, mass merchandisers, trade associations, value-added resellers, turnkey systems houses, computer services bureaus and mail-order catalogs. To stay in business meant spending more on advertising and support simply to move products.

Lotus, for instance, spent more money advertising 1-2-3 than most of its competitors made in a year. Yet even millions spent in advertising was no guarantee of success, as Hewlett-Packard Co. found with its HP 150 and Digital Equipment Corp. found with its Rainbow.

While pundits will most often use the term shakeout in conjunction with the microcomputer industry in 1984, that's a pale descriptor of the fundamental change the industry will have gone through by the time the shaking is over and done with.

The industry is now driven by financial parameters, not technological wizardry. Vendors with adequate technology can survive with strong financial management.

What buyers need now are not the latest gizmos with the most dazzling features, but help and support in making the most of the products to which they are already committed. That includes vendors

## The Microcomputer Industry's Fall From Grace

Sector	% of Cost	After-Tax Margin		1st Quarter 84/83 % Growth in		6/84 Stock Price as % of 52-week High	Disfavor Factor
		84	83	Rev	Earn		
<b>Systems</b>	15	7%	10%	33%	9%	36%	2.5
<b>Storage</b>	16	10%	8%	73%	112%	35%	6.0
<b>Distribution</b>	9	2%	1%	135%	339%	54%	8.1
<b>Software</b>	4	18%	16%	152%	190%	42%	7.0
<b>Other</b>	6	5%	1%	51%	732%	55%	15.0
<b>TOTAL</b>	<b>50</b>	<b>7%</b>	<b>9%</b>	<b>47%</b>	<b>22%</b>	<b>60%</b>	<b>3.0</b>

staying in business long enough to answer when their customers' internal investment in training and applications development outweighs initial hardware and software investments by orders of magnitude.

To understand the full implications of the industry's paroxysms, it's necessary to go back to a similar era in the computer industry.

In 1964 IBM announced a revolutionary product that took the corporate computing world by storm — the IBM 360. In itself, the new computer was not so spectacular, but the software power it brought to buyers was awesome. For the first time, thanks to the 360's integrated operating system, software development could be amortized over different-size machines.

Computer buyers soaked up the 360, surprising even IBM with their demand. The modern mainframe business was launched.

Infused with energy, the industry went through a five-year boom. New industries — leasing, add-on peripherals, time-sharing — grew up; the entrepreneurs that started companies like Mohawk Data Sciences Corp. and Storage Technology Corp. rocketed to millionaire status in the new industry. Eager to cash in on the boom, venture capitalists spawned companies that came and went like chimera.

The bust came quickly. In 1969, a year in which Wall Street treated go-go computer firms lavishly, the venture capitalist began cashing out their investments by taking their firms public. (To this day,

1969 holds the record for initial public offerings; 1983 is second.) A glut in high-technology offerings and a souring market led to a computer stock crash that occurred as fast as the one now in progress.

In each case, there were five years of boom during which the window of innovation opened and shut, followed by a bust during which the playing field was re-chalked.

It took IBM eight years to turn the basic technology of transistorized computers into the 360; the same amount of time it took Tandy and Apple Computer, Inc. to turn the technology of microprocessors into stand-alone personal computers. The beauty of the 360 was the way it allowed customers to leverage software investment (programming). Likewise, personal computers allow customers to leverage software investment (inexpensive packaged software).

If the parallels between the mainframe industry of yore and the microcomputer industry of today hold, (their congruency is almost eerie) then the microcomputer industry now faces the future with a new mandate: not to inundate the user with new technology, but to help him use what's available.

And it means that successful companies of the next five years will have to carry a different satchel of skills from those who were successful during the last five years. Following this logic, those companies that will be successful in the latter half of the microcomputer industry's golden decade,

the 1980s, will have characteristics that mesh with this environment of implementation.

These characteristics include, but are not limited to financial controls; experienced management; marketing dollars; distribution clout; large capitalization; account (dealer) control; empirical market research; and support and service.

The corporate leaders that prevail will be those that listen to their customers and their market researchers, not to their inner visions. IBM is a prime example. Once the basic 360 technology was in place, it was the company's reliability, availability and serviceability policy that powered it to industry dominance; similarly, while the IBM Personal Computer is strong enough technically, it's been IBM's reputation for quality, service and availability driving it to micro market leadership.

So let's apply the 360-in-1970 to micros-in-1984 analogy to various subsectors of the microcomputer industry and come up with some market prognoses:

• The immediate systems advancements will be in faster, cheaper versions of the successful products; the IBM PC, Apple, and Commodore Business Machines, Inc. families. Multiuser systems, like those offered by Altos Computer Systems, Inc. and Fortune Systems Corp. will grow in popularity; but the real winners will be those that can blend in with existing data processing environments. Thus, office automation and mini-

computer vendors, like AT&T Information Systems, Inc., Wang Laboratories, Inc., NCR Corp. and Data General Corp. will have an edge they didn't have two or three years ago.

The IBM-compatible market will take on the characteristic of other IBM plug-compatible markets. The pioneers like Amdahl Corp. and Storage Technology will be followed by plenty of failures. A few companies will survive in an atmosphere of permanent, impending disaster. A company like Compaq Computer Corp., which reached \$200 million size before the environment changed, has a better chance at long term success than a well-run competitor like Columbia Data Products, Inc., simply on the basis of size. A company like Gavilan Computer Corp., with leading-edge technology but minuscule financial resources and a product late to market, will be hard-pressed to survive at all.

In fact, a product's success will rely more on its company's financial prowess, marketing abilities, distribution clout and manufacturing skills than its innovative design. In the 1984 environment, Apple for instance, with its manufacturing skills, advertising budget and distribution strength, could probably have succeeded as well marketing an IBM plug-compatible model as it has with the Macintosh.

By the same token, portable and lap-held computers will be successful only inasmuch as they compete feature for feature with successful desktop systems or find use as peripherals to such systems: Compaq, Kaypro and even Osborne Computer Corp. computers stand a better chance at market acceptance than products like Convergent Technologies, Inc.'s Workslate or Epson America, Inc.'s HX-20, which attempted to open up new markets rather than fill preexisting needs.

In the area of storage the survivors will be those who develop and maintain low-cost, high volume manufacturing. The pressure

to maintain profit margins has driven most major disk drive manufacturers to offshore assembly, leading to substantial layoffs of U.S. workers. Tandon Corp., for instance, produces its full-height floppy drives in Singapore and half-height units in India.

This would mean that those who foresee IBM taking much more of its disk business in-house — to achieve economies of scale — are on the right track. It means that the feverish activity in non-standard disk systems will slow down; it means that suppliers will have to offer more diverse product lines, perhaps through OEM deals or acquisitions and mergers, in order to achieve economies of scale. It means that the first out of the chute with a high-performance, smaller size drive won't automatically achieve market stardom.

The channel of distribution is still a major bottleneck in the factory-to-customer flow of products, which means that there will remain steady growth in the number of outlets. But consolidation and specialization will continue and those chains with the most capital for expansion will survive.

The real problem here is finding or training qualified sales people. At the same time, store and dealer support and training for computer buyers will become a critical success factor in a retail chain's survival. Making matters worse is the fact that buyers — especially corporate buyers — are getting much more sophisticated about microcomputer capabilities and limitations. They are becoming computer literate at the same speed as or faster than computer salespeople.

The software industry suffers from noise — too many companies, too many products and too many conflicting claims. The low cost of entry into the business and lack of a dominant supplier makes the problem worse. The great breakthroughs, like Visicorp's VisiCalc, Micropro International Corp.'s WordStar, and Lotus 1-2-3, will give way to a spate of follow-

on products that will represent much less of a jump in functionality than their predecessors. This follows from the stabilization of the hardware environment.

In other words, the productivity improvement VisiCalc offered over manual methods was greater than the improvement of 1-2-3 over VisiCalc, while Symphony is still less a jump over 1-2-3.

This bodes ill for start-up software companies seeking to make it to the hit parade with packages such as integrated spreadsheets, new order processing packages and data base systems that offer superior performance over those with already significant installed bases. Even making it onto the Top 20 charts may not ensure a supplier's fortune. Although packages at the top of the charts sell 40,000 copies a month, those at the bottom sell a tenth that number; 4,000 packages a month is not much to live on when it requires millions of dollars of advertising to get on the charts in the first place.

Thus, the real growth in software will come in application development tools, vertical industry software and specialty products that fill easily defined — if small — product niches. Do not be surprised to see software packages costing thousands of dollars finding favor if they exactly fill market niche needs.

The transformation of the microcomputer industry, from headstrong individualist to prudent capitalist, does not mean the business will be dull or lack opportunity.

Even though the microcomputer has put on a three-piece suit and wingtips doesn't mean it isn't young, vibrant and destined to surpass even its premature fame. □

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# Printers' Progress

By Raymond J. Falls

Microcomputer printers can produce hard copy, text, graphics and color — all with a variety of speed, proficiency, quality, technology and cost. Accordingly, the printer market is complex. No less than six technologies are employed by dozens of companies to produce hundreds of printer models. New technologies, companies and products are constantly emerging.

The micro printer market, like any market, is actually propelled by two forces: technology and competition. The competition, as is usually the case, follows a set pattern. New or existing companies break standing technological barriers with new products at relatively high prices. Other companies then come along and offer similar products at more competitive prices. Finally, the re-



maining companies have no alternative but to chip away at both price and performance.

On the other hand, the technology does not follow such a pattern; it simply progresses. Companies are forever researching new methods to produce faster, quieter,

***D***ot-matrix printers are faster, more versatile and have better graphics than fully formed daisywheel or thimble printers. They are also less expensive and have print qualities that, while not quite as good, are approaching their fully formed character counterpart.

cheaper and more reliable printers with improved text and graphics qualities.

Microcomputer printers are for the most part serial printers, so named because they print one character at a time. Minicomputer and mainframe computer printers, by contrast, are line printers, using chains, bands, drums and cylinders to print full lines of characters at a time, which is not feasible for microcomputer output. They are large, expensive and best employed as dedicated data processing printers.

Microcomputer serial printers can be separated into two general categories: impact and nonimpact printers. Impact printers, by far the most common, actually strike or impact the paper through a ribbon to produce a printed image. They can print characters and graphics at a variety of speeds, styles and qualities, but employ just two techniques, daisywheel or thimble and dot-matrix. Daisywheel or thimble characters are fully-formed, similar in output to a typewriter, while dot-matrix characters are formed by a matrix of dots, like a scoreboard, which are pressed through

the ribbon to form an image. Nonimpact printers, on the other hand, all use dot patterns to produce images, but never impact the paper. They use ink jets, lasers and thermal or electrosensitive reactions to place images on paper. They, too, are for the most part serial printers, but use far more sophisticated technology. Although they are still developing and need technological fine-tuning, nonimpact printers have the potential of becoming the ultimate microcomputer printers. These units are not only fast, quiet and inexpensive, they are able to produce text and graphics of photographic quality.

Impact serial dot-matrix and fully formed character printers are the mainstay of the microcomputer printer industry. They have been around the longest and presently account for 85% of the microcomputer printer market.

Daisywheel printers are the most popular impact printer and are the printers used to produce characters of the clearest legibility. They are a direct descendant of the typewriter, using a removable daisy- or thimble-shaped print element to press full-character images onto paper and are best suited for word processing applications. Their output is at least the quality of an IBM Selectric typewriter with many added advantages. For example, daisywheel/thimble printers can print in bold, produce straight left and right margins, accommodate automatic paper handling options, and produce proportional character spacing. Daisywheel and thimble printers also offer an unrivaled number of type fonts, including foreign language and scientific fonts, which can easily be removed and replaced by the user. The Qume Corp., for example, offers a collection of over 100 snap-in printwheels for its family of daisy-wheel printers.

However, daisywheel printers are also slow — about 12 to 55 characters per second (cps), due to the time necessary to reposition the printwheel after each character is produced — and have limited

graphics capabilities. They are also highly mechanical, with spinning printwheels and hammers to impact the characters through the ribbon, which is not as reliable as dot-matrix or nonimpact printers.

Impact dot-matrix printers, as their name implies, form characters from patterns of dots. A moving print head incorporates a matrix of needles that fire out to strike a ribbon against paper in the patterns necessary to produce given characters. The letter I, for example, might be formed with a column of five closely packed dots, and so on. The maximum number of dots that can be used for any one character is known as the character matrix, where, for example, a five-by-seven matrix would allow for five dots across and seven dots down (35 dots total). Naturally, the more dots in the print head matrix, the more defined the characters will be. Many five by seven matrix printers, for example, cannot print the parts of such letters as g, y, j, and p that descend below the line. However, vast improvements are being made in regard to the print qualities of dot-matrix printers, with many now employing such developments as 24-by-24 dot matrices, special ribbons, triple passing and more. In fact, not only are dot-matrix printers now able to produce what is known as near-letter quality, some are able to produce characters that are virtually indistinguishable from fully formed characters. In addition, dot-matrix printers can alter the quality or density of the character matrix on demand, producing different modes of print at different speeds. For example, the new Epson America, Inc. LQ-1500 dot-matrix printer can produce fast draft copy at 200 cps with a 9-by-17 dot matrix, and, at the touch of a switch, letter-quality characters at 67 cps with a 37-by-17 dot matrix.

Because a single print head can protrude the pins that form the characters in any number of shapes, dot-matrix printers are much more versatile than fully formed character printers and al-



low the user to select many different sizes of type and different type-faces without changing print elements. For example, through software commands or DIP switches on the printer, a dot-matrix user could conceivably mix bold, italics, superscript and foreign language characters on a single line. The graphics capabilities of dot-matrix printers are also far superior to fully formed character printers, with dot-matrix printers able to match a CRT display dot for dot, which, when printed, is called a screen dump. Daisywheel or thimble printers, on the other hand, have only the period character or block graphics characters to place graphics on paper, methods which pale by comparison.

Dot-matrix micro printers are also much faster than daisywheel printers, as all images are formed with the same set of pins, and there is no time spent waiting for the right character to come around on a print element. Each pin in a dot-matrix print head is also much smaller than the impact hammer in a daisywheel printer using less inertia and moving much faster. Microcomputer dot-matrix printers generally range in speed from 50 to 400 cps.

In conclusion, dot-matrix printers are faster, more versatile and have better graphics than fully formed daisywheel or thimble printers, and are also less expensive and have print qualities that, while not quite as good, are approaching their fully formed character counterparts. Therefore, it is no surprise that industry experts have proclaimed the dot-matrix printer the next market leader.

### **Nonimpact Printers**

Nonimpact printers show the most promise in the printer industry and in the long run are expected to replace their impact counterparts. Impact printers are too slow for many advanced microcomputer applications and have self-imposed limitations. They are also reaching limits with regard to speed and print quality, and it will

not be too long before improving nonimpact technologies displace impact printers as the market leaders.

Nonimpact printers are fast, quiet, nonmechanical and have the potential to produce color text and graphics of photographic quality. They produce images in much the same way as dot-matrix impact printers do, but never impact the paper. Instead, ink jets, laser beams, thermal pins and electro-sensitive technology transfer the dots to paper. However, the technologies are still developing and in most cases have a long way to go.

In the microcomputer world, ink-jet printers are the most common nonimpact printer and are very similar to impact dot-matrix printers. However, instead of needles firing out to strike a ribbon, droplets of ink are sprayed onto the paper in a specified array.

The majority of microcomputer ink-jet printers employ drop-on-demand technology. This technology consists of four, nine or twelve nozzles which are attached to an ink reservoir and carried in a print head. Each nozzle is encircled at the tip with a small piezoelectric crystal, which, when struck with a voltage of electricity, expands and contracts causing a change in the pressure and forcing out a drop of ink with enough force to fly straight at the paper.

A more expensive type of ink-jet printer is the continuous-stream ink-jet. Here nozzles in the print head emit a steady stream of ink drops, which are directed and deflected by electrodes. Drops that will not strike the paper are charged and deflected into a gutter by electrostatic deflection plates, while uncharged drops fly straight at the paper. To position each dot on the paper, either the print head moves back and forth or a rotating drum moves the paper in front of the print head. Continuous-stream ink-jets are somewhat faster than drop-on-demand printers and produce higher quality text and graphics.

Ink-jet printers have many advantages over impact printers, the most notable of which is its nearly silent operation. Ink-jet printers are virtually silent, especially when compared to the 65 decibels typically put out by an impact printer. Ink-jet printers also have

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***Although just beginning to be applied to microcomputer applications, laser printers, a direct offshoot of photocopying technology, exhibit promising potential and are expected by many to be the print technology of the future.***

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low maintenance costs, with many manufacturers claiming that their printers are maintenance-free. Ink-jet printers have very few moving parts. The Siemens Communications Systems PT88 printer, for example, has only two motors: one that moves the carriage and one that provides the paper feed. Also, since the print head never touches the surface, it is not degraded through use. Typically, the life of an ink-jet print head is estimated at about 10 billion characters, compared to the 200 million character life of many dot-matrix print heads.

With regard to graphics, the dots produced by an ink-jet printer are better than the dots produced by a dot-matrix printer because ink-jet dots have a tendency to spread slightly when they hit the paper, making for a smoother appearance. The filling of solid areas is more uniform and a great variety of colors can be created by mixing the inks. Also, the colors sprayed from an ink-jet printer do not deteriorate over the lifetime of the ink supply like a color ribbon does. Ink-jet printers also have a 100% duty cycle, meaning that they can work through a whole day without problems.

As with anything else, there are



trade-offs. Ink-jet printers cannot produce carbons because they do not impact the paper. Also, they cannot use all types of paper — paper without a very smooth surface will spread the ink unevenly and diminish the print quality. More importantly, they are not yet capable of producing the resolutions needed for true letter-quality characters. There is also the danger of the ink drying out in printers left inactive, causing manufacturers to employ such methods as nozzle caps and self-cleaning print heads. In general, ink-jet printers produce resolutions of 80 to 160 dot/in. and range in price from \$600 to \$5,000. Naturally, the more sophisticated the printer is the more nozzles or resolution it will have and the more it will cost. A low-end \$600 ink-jet printer with just four nozzles might print as few as 60 to 70 dot/in. at a rate of 35 cps, while a high-end \$5,000 printer with 12 nozzles could yield 120 dot/in. at 240 cps. Still, resolutions and prices have to continue to improve before ink-jet printers will become a serious threat to the dot-matrix printers.

Although just beginning to be applied to microcomputer applications, laser printers exhibit promising potential and are expected by many to be the print technology of the future. Laser printing is a direct offshoot of photocopying technology and enables the production of letter-quality hardcopies at very high speeds. In this technology, a laser beam strikes photosensitive material, generally a drum, creating a latent image with intricate patterns of charges. Then, as paper is rolled over the drum, toner or carbon particles are attracted to the charges and fused into place with heat or pressure. Color is produced by changing the color of the toner. Like office copiers, laser printers are quiet, fast and easy to maintain. Also, for the first time, character generation is the complete province of the microcomputer.

At present, there is only one true microcomputer laser printer

on the market, the Hewlett-Packard Co. LaserJet, with a resolution of 240 or 300 dots per inch and a speed of eight pages per minute. It, however, is an end-user version of the OEM Canon U.S.A., Inc. LBP-CX laser printer made available to vendors last year and should be one of many versions to be announced in the near future. The most noteworthy breakthroughs of the Canon spinoffs are that they house all consumables in a removable cartridge, eliminating service and maintenance, and they bring the cost of microcomputer laser printing into the realm of most users. The HP LaserJet, for example, retails for \$3,495, the first time a laser printer has been available for less than the cost of the average microcomputer. Laser printers should be considered a preeminent force in the future of microcomputer printing.

Thermal printers, where needles in a print head are heated and cause reactions on chemically-coated paper, can be a very inexpensive way to produce nonimpact images on paper and, consequently, are expected to have the greatest influence in the low-end microcomputer markets. The IBM PCjr, for example, incorporates a thermal printer, as does many hand-held products. However, print quality is poor and extremely smooth and shiny paper is required. Even typical copier papers produce inferior results. For this reason, thermal printers have been slow to gain acceptance to the office and will most likely be relegated to other microcomputer applications. Current thermal technology is limited to resolutions of 200 to 240 dot/in. and speeds of less than 100 cps. As always in the microcomputer printer industry, improvements are expected.

Electrosensitive printing is the last alternative to nonimpact printing and is best suited for specialized applications. Here, a print head discharges electricity to aluminum-coated paper, resulting in an image. Although capable of very

fast print speeds, because of the coating on the paper the resultant hardcopy is unacceptable for most business purposes. However, the paper is very durable. It is slow to yellow or decay making electrosensitive printers suitable for such specialized applications as record keeping and library work.

### The Printer Market

Considering that printers are but a peripheral market to computers, the projected growth rate of the market is astounding. Datapro Research Corp. forecasts that the microcomputer printer market will mushroom from the 2.3 million units shipped in 1983 to 7 million units shipped in 1988, with the large majority of the units sold being dot-matrix and daisywheel or thimble printers. In fact, the market for impact printers alone is expected to grow at an annual rate of 30% per year over the next five years, accounting for 1.8 million units shipped and revenues of \$5 billion by 1986.

Of the impact printer, dot-matrix printers shipments will grow the fastest — they are advancing in leaps and bounds in regard to print quality — and will account for 75% of the total microcomputer printer market by 1988. The remaining 25% of the market at that time will consist of 20% daisywheel/thimble printers and 5% developing nonimpact technologies — ink-jet, laser and thermal.

The conclusion to be drawn from these figures is that the microcomputer printer market is going to dots, at least in this decade, with nonimpact technologies emerging in force after that time. As a result, dot-matrix companies have been expanding their product lines in preparation for the expected increase in demand and competition, while daisywheel manufacturers, realizing that dots are going to have an impact on sales, are exploring new markets and lowering prices. Star Micronics, Inc.; Brother International Corp.; Leading Edge Products, Inc.; Juki America; Olympia U.S.A., Inc.; and Silver-



## GENERAL MICROCOMPUTER PRINTER CHARACTERISTICS

Characteristics	Impact Printers			Nonimpact Printers			
	Daisywheel Thimble	Dot-Matrix (Serial)	Line (Bell, Band, Chain-Down)	Ink-Jet	Laser	Thermal	Electrosensitive
Speed	10 to 55 cps	50 to 400 cps	Up to 6,000 lpm	20 to 250 cps	150 to 2,000 lpm	10 to 100 lpm	50 cps to 3,500 lpm
Character Formation	Full characters	7x7 to 18x18 dot-matrix	Full characters	5x7 to 7x9 dot-matrix	7x9 to 12x14 dot-matrix	5x7 to 9x12 dot-matrix	Dot-matrix
Character Quality	Best	Fair to Excellent	Fair to Excellent	Fair to Poor	Good to Excellent	Fair	Fair to Good
Output (Page/Month)	5,000 to 9,000	6,000 to 30,000	50,000 to 100,000	5,000 to 50,000	8,000 to 100,000	1,000 to 10,000	5,000 to 100,000
Noise Level	High; can be shielded	High; can be shielded	High; usually isolated	Low; no shielding required	Low to moderate	Low	Low to moderate
Paper Type	Single sheet or fanfold	Single sheet or fanfold	Fanfold	Single sheet or roll paper	Single sheet	Single sheet or roll paper	Single sheet, fanfold
Paper Feed	Friction or tractor	Friction or tractor	Tractor	Pin or friction	Cassette or bin	Pin or friction	Friction or tractor
Multiple Copies	Yes, carbons	Yes, carbons	Yes, carbons	No	No	No	No
Size	Large desktop	Desktop	Large stand-alone	Large desktop	Desktop to large stand-alone	Internal module to stand-alone	Internal module to stand-alone
Price Range	\$500 to \$4,000	\$250 to \$3,000	\$5,000 to \$100,000	\$500 to \$6,000	\$3,000 to \$10,000	\$100 to \$1,500	\$300 to \$5,000

Chart Courtesy of Datapro Research Corp.

Reed America, Inc., for example, have recently introduced low-end daisywheel printers with speeds under 20 cps and prices below \$1,000. The Star Micronics Power-Type, in fact, prints 18 cps and costs just \$499.

The dot-matrix companies, on the other hand, are concentrating on improving print qualities and furthering their advantages of faster print speeds, increased graphics and color printing over daisywheel printers. Advanced Matrix Technology, Inc.'s AMT Office Printer, for example, can squeeze 240 by 720 dot/in. giving it a true letter-quality mode. It also has impressive graphics and color printing. The Japanese are making the most headway in dot-matrix improvements and show no signs of letting up. In the last three years, the Japanese have captured one-half of the U.S. dot-matrix market and seem to have hardly begun. Companies such as Epson America, Inc., Okidata Corp., Toshiba America, Inc. and C. Itoh Electronics, Inc. sold

almost one million dot-matrix printers in the U.S. in 1983 and are looking forward to greater growth in the years to come.

### Selecting a Printer

Microcomputer printers can print text at a mind-boggling 400 cps; they can produce characters of perfect quality; they can dazzle with color graphics; and they can cost less than a portable typewriter. But, unfortunately no one printer can do all of these tasks well. Fast printers are not cheap; cheap printers cannot produce typewriter-quality characters; and letter-quality printers produce horrible graphics. The trade-offs are inevitable, so customers have to choose.

The first step to correct selection is to determine the principle applications the printer will be used for — word processing, programming, graphics or spreadsheets. If word processing is a primary application, a daisywheel or thimble printer is the best choice.

They produce the characters of the best quality. Or, if many applications are of equal importance, a versatile printer, like a high-resolution dot-matrix printer, is best. As a general rule, if true letter-quality is not a must, then some form of dot-matrix printer, either impact or nonimpact, is probably the best choice.

The next step is to consider speed. Print speeds vary anywhere from 18 cps to 1000 lines per minute (lpm), with speed being a very good indication of printer price. To determine the speed required estimate the volume of printing that is done each working day and divide by prospective print speeds. This will give the time necessary to complete the task. For example, estimating that each word contains 5 characters and each page about 250 words (1250 characters), a 55 cps printer would print 198,000 characters (3600 x 55) or 158 pages per hour. A 225 cps printer would print 540 pages per hour and so on. Any printer that takes



more than four hours or half a day to complete the estimated printing volume is too slow.

Printers have duty cycles indicating the percentage of an 8-hour work day that they are designed to operate and most printers list 50% duty cycles. Also, the rated print speed of a printer is the absolute maximum speed of the printer, not counting blank spaces, carriage returns, tabs, headings and the like and is an optimistic approximation of print speed at best. As a general rule, the true speed of a printer is about 70% to 80% of the rated speed.

A third consideration is the printer interface. It must match the interface of the computer. Fortunately, there are standards. Printers receive output information from the computer in one of two ways, either serially, meaning information travels over wire in the cable one impulse after another, or in parallel, meaning several impulses (usually eight) travel over separate wires simultaneously. RS-232C is the industry standard serial interface and IEEE-488 and Centronics parallel are the common parallel

printer interfaces.

Once the hardware interfaces are matched up, the buyer must consider software interfaces. Printers have specific command sets or programming routines that must be addressed if application software is to run on the printer. The software, for example, has to command margin widths, character spacing, line spacing, carriage returns and so on and the printer must understand these commands. Most software packages list the printers they are capable of driving and, for the most part, popular packages drive popular printers. There are ways around the software compatibility consideration, such as use of software patches and plug-in read-only memory kits, but buyers will experience less difficulty with popular brands.

Once the necessary type, speed and printer interface has been determined, it is time to compare individual models. First, isolate the models from product listings that fit the requirements and request additional information from the vendors (most will send out brochures, specification sheets, print

samples and price lists). Second, make comparisons. Compare costs, speeds, warranties, mean time between failures, mean time to repair, service locations, noise levels and print qualities. Always compare print samples of the same size as the smaller the typeface the sharper the characters appear. Third, make it a point to test and operate the top contenders. Run identical work applications on different models and compare the results. The winner should be obvious. If not, it's all a matter of price.

One last thing, resign yourself to the fact that the proliferation of printer features is not about to stop. Refined impact and nonimpact technologies will no doubt bring marked improvements to print quality and costs. A buyer always has the option of putting off a purchase for whatever comes along next and in the microcomputer printer industry, something always comes along next. □

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# Calling In A Consultant

By Walter Ulrich

No matter how much internal information management expertise a company has, there is bound to be an occasion when an outside consultant will be needed to ferret out a nasty problem, spearhead a critical project, provide a fresh perspective on some information policy issue or make recommendations for hardware or software products.

Leading companies are consumers of consulting services. Major firms like Exxon Corp., Federal Ex-

press Corp., IBM, Siemens Corp. and Tenneco all effectively employ computer consultants from time to time. Companies that avoid using them may miss opportunities for innovative implementation of information processing technology or spend too much money on critical projects.

For most organizations, calling in a consultant is not an everyday event, so knowing when to use an independent consultant and what to expect from a consultant are important considerations. There are four major reasons to use a computer consultant — special expertise, independence and objectivity, peak level of effort and salary savings.

Consultants often have special expertise that is unavailable to a corporation in-house. For example, a corporation establishes an overall microcomputing policy just once. A management consultant may have helped several corporations establish such a policy. Participating in the development of several micro-computer strategies and monitoring the results once



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implemented gives the consultant a broad perspective on the issue. An internal person, no matter how smart, is not likely to have that repetitive exposure.

There are several other examples where a corporate information management staff performs a

**A management consultant should have no vested interest in the evaluations and recommendations that they make for their clients. They should not market any kind of hardware, software or programming services.**

function only occasionally that a consultant performs frequently. These examples include performing a corporate technology assessment, writing a security or disaster recovery plan and establishing an underlying information architecture. In each case, outside expertise increases the range of options a company can consider.

Information, power and politics go hand in hand. Intelligent, well-meaning individuals can have different viewpoints about how a corporation's goals and objectives should be achieved. Information management decisions strongly impact the corporate culture. Decisions made internally, no matter how sound, are often criticized as being politically biased. A consultant can impartially evaluate conflicting alternatives, giving the issues a fresh second look which can shed new light on old controversies. Often, a consultant can assist in helping individuals reach a consensus. Because the consultant's final recommendation is unbiased, it may be more readily accepted as being fair by the interested parties.

In the case of personal computing policy, to continue the example, there are often many groups vying for control, including the management information systems (MIS) department, office services,

special task forces, the communications department and the end users themselves. The impact of personal computing may be so great that personal success, as well as departmental success, may hinge on the outcome. Each group can make a strong case for its own position and would resent a decision from within which gives control to one of the other departments. No smart manager within a company would want to touch an issue like that. An outside consultant can help bring about a better solution more quickly and more harmoniously.

Moreover, a major corporation can expect to invest millions of dollars in personal computers. They rightly expect to receive tens of millions of dollars of benefits in return. A qualified consultant can help that corporation make a better decision more quickly. The cost of consultation is negligible when compared to the size and cost of the investment.

Technology is changing rapidly and most MIS departments have their hands full trying to deal with both current projects and future issues. Often one project or effort requires a major infusion of staff for completion on a timely basis. If the people necessary to perform that function will only be needed for a limited time, then there is always the problem of reassigning personnel. It makes no sense to recruit people to become involved with a project of less than two years duration if the individuals will become superfluous after the project is completed. Consultants are again the answer. Consultants recognize that their participation is concluded when the project is completed.

The costs of recruiting, training and retaining employees are high. Corporate benefit plans are expensive. An employee is paid whether or not there is something productive for that employee to do. Even though fee structures appear high, it is often less expensive to retain the services of a consultant than to hire a full-time employee. This ra-

tionale is occasionally applicable to management consultants, but can be an important consideration for contract system design and programming services.

Clearly, there are several good reasons for using management and technical consultants. In most engagements, two or three of these reasons come into play at the same time. Consultants can and do have a major impact on the quality, timeliness and internal acceptance of important information, communication and office automation decisions.

Because management consultants work in areas of vital importance to an organization, the selection of a consulting firm must be done with great care to assure positive results are achieved. When selecting a consulting firm, five basic qualifications should be considered and are discussed below.

- **Information Industry Specialization.** No consulting firm can do everything. Good consulting firms specialize and continue to sharpen their expertise in one area. The marketing department would not hire an accounting firm to develop its public relations campaign and your controller would not retain a computer consultant to perform the annual audit. Therefore, it is important that the consultant be an information industry specialist.

- **Broad Perspective.** Computers, communications, and office systems are all part of the information infrastructure of a company. Data processing executives monitor all three of these areas and, in most companies, a chief information officer is emerging. Action in any one area has implications in the others. A consulting firm that services the information officer must have equally as broad a perspective. A qualified consulting firm will have demonstrable expertise in information management, communications, and office systems.

- **Practical Experience.** Theory is important in helping to develop optimum solutions, but experience is essential to recommend



## Consulting's Seven Danger Signs

There are seven danger signs to look for when retaining consultants:

**1. The consultant can begin at once.**

In a consulting firm, profitability depends upon the consulting staff billing at least 75% of their time. Good consultants stay busy, so there will always be some lead time for a consultant to finish one project before starting a new one. As a client, you want the most qualified people on your project. If the consultant can start work right away, it means that person just happens to be available. Maybe that person is best qualified for the engagement, but don't bet on it.

**2. The consultant acts harried.**

The consulting business has its peaks and valleys. Some consultants have the attitude of making hay while the sun shines. If the consultant on your project appears tired, harried or distracted, then the consultant may be overworked. If so, the quality of your study is likely to suffer.

**3. The consultant talks too much.**

Good consultants should have excellent listening skills. They collect and absorb information early in the engagement in order to do a thorough and unbiased analysis. Individuals who talk too much are not listening. Consultants who readily offer their opinions early will then justify their own preconceived notions.

**4. The consultant competes on price.**

The most qualified consultants compete on the basis of quality, experience and expertise. Usually

the consultant's fee is only a fraction of the value of the decision the client is solving. It makes no sense to compromise on the quality of the study for an incremental savings in consulting fees.

**5. The consultant is biased.**

Some computer entrepreneurs offer consulting advice, but also sell hardware, software and programming services. Anyone with a vested interest in a recommendation can hardly be considered independent. A scrupulously independent consultant will not sell any related hardware or software systems.

**6. The consultant is also your CPA firm.**

Certified public accounting firms are licensed for and expert in the practice of accounting. Some people believe that their CPA firm is just as expert in information management as they are in accounting. This is just not the case. Computer consulting firms should not do your accounting and accounting firms should not act as your computer consultant. In addition, accounting rules require public companies to have independent audits. Relying on your CPA firm for computer advice could impair that independence.

**7. The consultant does not ascribe to a consulting code of ethics.**

Ethical conduct is essential for a consultant. Both the Independent Computer Consultants Association and Association of Data Processing Service Organizations, Inc. have a code of ethics suitable for use by consultants.

what is both practical and achievable. Practical experience for both the firm and the individuals involved in the engagement are essential. A consultant whose only experience is consulting is no consultant at all. Client companies should insist that every consultant hired possess hands-on experience. The best management consultants have had management experience themselves.

• **Complete Independence.** A management consultant should have no vested interest in the evaluation and recommendation that they make for their clients. They should not market any kind of hardware, software or programming services. They should accept no finders fees or other incentives from any vendor. Their complete

independence is a critical factor in their job as a consultant.

• **References.** Reference checking is the most accurate way of assessing the quality of work of a consulting firm. Several references of a company as well as the individual assigned to a project should be checked. Ask the references you are given if they know of anyone else who has used the consulting firm and then call those people as well.

For any one engagement, there are probably only a handful of firms that will meet a client's qualifications and be able to service the account properly. Formal procurement procedures that are applicable in hardware selection do not apply to choosing a management consultant. Integrity, philosophy

and seriousness of purpose cannot be determined using a request for proposal (RFP). Chemistry must play a role in the final decision. If the five qualifications above are satisfied, the final selection of the management consultant is made by a manager exercising good judgement.

The worst way to select a doctor, lawyer or consultant is using a RFP. The consultant-client relationship is a privileged one. No proposal, no matter how well written, can hope to convey the fullness of a consulting relationship. A consultant who will write a response to an RFP in a vacuum is just as likely to perform the consulting engagement from an ivory tower. Ivory tower consulting is unsatisfactory at best and it is a di-



saster at worst.

Returning to our example, the qualifications for a consulting firm to develop a personal computing strategy would include several key items. The firm would be an information management consulting firm. They would understand the impact of personal computing on data processing, the office, and the communications environment. The staff would be experienced information managers with a successful track record. They would have demonstrated experience in helping other companies develop personal computing policies. Their independence would be unquestioned. They would not sell either hardware or software and they would not muddy the make-or-buy choice by offering micro-computer programming services themselves. References for the firm, the project manager and any other involved individuals would be impeccable. Finally, the MIS executive and the consulting firm's project manager would share a common sense of purpose and establish a business-like rapport.

The end result of such a project would include the establishment of corporate policy statements, detailed policies and procedures and personal computing standards.

Understanding how to select a

consultant hopefully will ensure success of the project, but sometimes projects fail.

There are four primary reasons why consulting projects fail:

- Shoddy work by the consultant — Prevention is the best remedy for poor performance. Check references and select a consultant carefully. A reputable consulting firm will correct deficiencies and poor performance by one of their staff.

Generally, there is no recourse for a client who is victimized by poor performance. Usually, there is no legal basis for withholding payment unless the person performing the work was incompetent or the work was performed in a grossly negligent way. If the hours were spent by the consultant, the client can be required to pay.

- The wrong project was performed — When the goals and objectives of the project are unclear, the consultant cannot meet the client's expectation. Such a problem is the fault of both the client and consultant. One of the first milestones of the study should be a complete description of the project goals. Generally, there is no remedy once the time has been invested, unless the consultant was derelict in following explicit client instructions.

- Lack of support by the client —

Once the project begins, the client should provide the consultant with all the support and information required to do the study. If the client withholds key information, then the study will be late, incomplete and over budget.

- Disagreement about the recommendation — Sometimes a client dislikes or disagrees with a consultant's recommendation. Intelligent, competent and well-intentioned individuals have honest differences of opinion on every subject and computers are no exception. The client should not try to change the consultant's mind. It is against a consultant's ethics to change his or her opinion to meet the expectations of a client. The consultant has an obligation to explain the rationale for the recommendation. In turn, the client should try to gain as much insight and information from the consultant as possible. □

*Ulrich is president of Walter Ulrich Consulting, a management and technology consulting firm based in Houston, Tex. He was chairman of Interconnections '84, the conference sponsored by the Independent Computer Consultants Association in Houston last May.*

# Who's Minding The Micro

By Gerald Isaacson

*Some organizations believe that the attempt to control personal computers stifles the potential benefits of their use. Security is basically the responsibility of the individual using the device. Therefore, users must willingly adopt*

*security measures.*

*You cannot get and do not want perfect security. There is no such thing as perfect security. What is necessary is to reduce security risks to a level that is acceptable to management.*

Establishing controls over the rapidly expanding population of personal computers is not an easy task. In fact, there are organizations that believe that any controls over the access to micros might stifle their use and the potential



benefits of distributing information resources. But if the organization wants to safeguard sensitive corporate information, it must begin by establishing at least enough control over the acquisition and utilization of personal computers to know who has them and how corporate information will be used.

There are restrictions a corporation can rightly place on the use of micros. As an example, the improper use or collection and processing of personnel data could certainly expose the organization to privacy violations and subsequent legal actions. With the processing capability of a personal computer an individual now has the ability to scan large files, segregate data that had previously been only available as part of a larger statistical set and use that data to make a decision based upon individual and perhaps private records.

Important business decisions are beginning to be made using the computational resources and software of personal computers. A problem? Maybe not, but the accuracy and validity of the software development process should at least be scrutinized. Traditionally, application systems were developed by an experienced corporate programming staff with heavy user involvement. However, users are now developing applications. If they are not actually writing programs, they are developing templates for software tools, including the formulas that will be utilized to process data for critical business decisions such as loan approvals. Here again, the validity of the process must be proven if we are to justify the confidence intuitively placed in computer-generated data.

Control of the use of corporate data resides partly in the realm of ethics, but simple theft of hardware and supplies is a more tangible problem that also requires security measures. Many organizations have been victims of theft of microcomputers. Theft in the educational community has

been rampant for some time, but the problem is also pressing in most business environments. There is a new, very tempting item in the office, the microcomputer. Typewriters and other office equipment have always been candidates for theft, but generally not by your normal office employee. If they wanted to type or copy a letter they just did it at the office. But an office micro is also the home computer that was advertised on television the previous night. There is now something to steal that appeals to many employees.

There is a potentially greater problem for most organizations — the theft of floppy disks. The low cost of the disks equates them to the status of a disposable item such as a pencil so it is not cost-effective to establish typical anti-theft controls for these items (like a property pass procedure). The real threat is the loss of vital corporate data recorded on floppies. People have taken floppies just to use as media in their home computer, without any intention to steal corporate data, but the result is the same. If the data has not been backed up, and in many cases it has not, all of it must be restored and reprocessed in the office with the resultant expense and delays. The theft of the media also includes the actual theft of confidential information.

With burgeoning communications capabilities quickly becoming available to personal computer users, two major issues are surfacing. They are not new in concept, the application has just evolved to a wider user base.

The first is the impending threat of unauthorized communication with central computers. Who is on the other end of that communications line? In increasing numbers, personal computers have the capability to communicate with a host processor over dedicated as well as dial-up networks. Microprocessors can be programmed to emulate most types of terminals. Therefore they are being utilized in dual functions, acting as a stand-alone

processing station and as an on-line terminal. This inherent emulation capability has added to the problem of trying to accurately identify the device, let alone the individual, at the other end of the line.

Access to host data bases is the second major area of concern. Whether it is up-loading (moving data from the micro to the host) or down-loading (accessing central host files with the micro), the concern is obvious and widespread. The question is, how do we control access to data that was previously available only to host applications that had, presumably, acceptable controls built into the application?

There are differences in vulnerability between stand-alone and networked systems. Stand-alone micro systems are less of a vulnerability than those that can access other systems, whether they are personal computers or mainframes. There are security differences between removable and fixed disk systems. In fixed storage systems the data is always available to anyone who turns on the equipment.

The data now available at the individual's workstation may include sensitive personnel data, customer lists, engineering design data, cost data, and — ranking among the most sensitive — internal memoranda of senior executive management. These may be transmitted on networks among executives, secretaries and other workstations. Some organizations have recognized the sensitivity in this area and have provided controls to ensure that the data is not disclosed to unauthorized personnel. However, most organizations are not even aware of their vulnerability in this area.

Software copyright infringement is another hotbed of controversy. How many copies of Lotus Development Corp.'s 1-2-3, Ashton-Tate's dBase II or other proprietary software are being used in an organization or by employees at home? Most software is licensed,

not owned by the organization. Copyright infringement is a widespread and serious problem. It is also one the software development community is addressing, particularly in regard to violations by large corporations. Being the target of a court case for copyright infringement is not the kind of publicity most organizations look for, but the possibility is real.

Software vendors have organized under the auspices of the Association for Data Processing Service Organizations, Inc. to combat unauthorized duplication of their products and these developers are prepared to go to court to protect their interests. Solutions that are being tried by some organizations include strong corporate commitments to protect the vendor's rights, in-house stores where staff can try out new software before requesting it and easing the acquisition process so that a user does not have to wait a lengthy period to acquire a new package.

Securing the microcomputer environment is of necessity a matter of user education. In this highly distributed environment, it becomes a matter of users policing themselves. This will not happen unless the users perceive individual benefits from operating in a more controlled fashion. In addition, they must also realize that senior management is concerned and encouraging the controls. Companies that are achieving success in their microcomputer security programs generally begin under a senior management policy umbrella that encourages accountability and purpose in the use of microcomputers.

Among the first policies to be implemented is one controlling the acquisition of personal computers. Successful policies recognize that in most organizations the discretionary power of a department manager is generally sufficient to approve the purchase of a personal computer without further authorization. Therefore, to relinquish some of that approval authority to the management infor-

mation systems (MIS) department, users must perceive they are realizing a benefit. This often happens when MIS approval also provides the user future hardware and software support, reduced cost through volume purchasing and access to corporate communications through enforced compatibility.

Once the ground rules have been established through the senior management policy umbrella, standards and procedures to implement that policy must be developed. To do this several factors must be considered — the value of the information being processed, the importance of the processing to the organization, the threats to which information is exposed and the cost of the safeguards compared to the exposure.

With the numbers of micros that are now coming into use it is logistically impossible for anyone, other than users, to determine how and for what purposes a micro is being used. Security is basically the responsibility of the individual using the device. Therefore, users must conform under their own volition.

Controls that become too restrictive will be bypassed. The primary purpose of providing this processing capability to this large population of users is to increase their productivity. Since the majority of the user base is not comprised of computer people, the user friendliness of the equipment must be improved to encourage and facilitate its use. But if complex and restrictive controls are added, the primary objective of using the computer will be negated.

The simplest and most effective way to secure the data and software in a personal computer is to remove it from the machine when it's not in use and lock the media up in a desk or file cabinet. If this is done on a regular basis then the only threat is loss of the personal computer itself.

Theft protection for micros and their peripheral devices falls under two basic categories. The first is to

secure the device so that it can't be removed without considerable effort. Devices include lockable enclosures, cable fastening devices and clamping devices. The second form of theft protection is based upon alarms that go off if the device is moved. These may be con-

***The data available at the individual's workstation may include personnel data, customer lists, engineering design data, cost data and internal memoranda of senior executive management. However, most organizations are not even aware of their vulnerability in this area.***

nected between the personal computer and the power source or based upon pressure-sensitive pads upon which the system rests. Alarms require someone to respond, so the most effective have the ability to be tied to a guard station or external security organization or are in occupied areas.

Theft of components is harder to detect. You may not realize the extra 128K bytes of memory or an expansion board is missing until you require the resources. Several companies make devices to secure the hardware cabinet to prevent this problem. Theft of floppy disks is almost impossible to curtail. The media is too small, and too inexpensive to justify elaborate controls. However, the loss of vital data stored on the media is a serious problem. At least one organization lost data that had been taken by kids stealing floppies to use at home. While inexpensive to a company, \$25 to \$30 a box is not necessarily cheap to an individual with a home computer. While they may not take their own disks home from the office, they may take someone else's without regard for the data stored on it.

The major safeguard is simply

locking the floppies up at night or when the area is unattended — the same protection that should be given to any sensitive corporate data in any form. Some organizations are using colored diskettes to identify highly sensitive information on disks that are owned by the organization. Spot checks that uncover someone leaving with any such colored diskettes would have a deterring influence.

Theft of information is much more difficult to prevent in a fixed system, and the use of Winchester technology drives is increasing because, as any DPer knows, there is never enough memory. There are organizations that have policy that states that sensitive corporate information must never be recorded on fixed disks, but only on ones that can be removed and secured. However there are a growing number of vendors that have responded to this problem with both hardware and software approaches to providing security.

The concept of personal computer security products focuses on controlling their initial use through the requirement of a user to enter a password to gain access to the resource. Some provide support for multiple users, automatic encryption of files and protection from accidental formatting of the computer's fixed disk, with subsequent loss of all data. Hardware approaches utilize a board that must be in the system to operate, combined with software that must be included with the system. Access is denied without both components operating. There are vendors who also provide multilevel user support, audit trails of system use and format protection through the addition of security software to the system. Many of the products on

the market provide file encryption as well.

One approach to microcomputer security that also improves ease of use is to limit capabilities. In menu-driven systems, a central support group could modify the screens for users who do not require access to all of the system functions, or to all applications. The individual systems would start up with just the capabilities required for the user's job. For example, a user of Microsoft Corp.'s Multiplan could have access to that application and the necessary commands to copy files for backup and print control, but no access to anything else. This would essentially make that device a spreadsheet machine, secure from unauthorized use while still satisfying legitimate user requirements.

Networking poses additional concerns. Besides the terminal identification and access issues previously mentioned, the use of local-area networks and wide-area networks will continue to increase as users require access to information at other personal computers in the organization; as they need access to special, high cost peripherals such as graphic devices; and as they begin to access shared data bases. With the growth comes the need to protect individual users' information on the network. Vendors have attempted to address the issue with their introduction of security options that provide network control, encryption and individual terminal identification facilities in a communications environment.

Finally, microcomputer security also must address the problem of disaster recovery or contingency planning. While the concern for hardware replacement and recon-

struction of a large data center is reduced there is still the primary concern over data. One area that continues to be a large problem is that of encouraging personal computer users to back up their data at an off-site location. Off-site could be in another department if you cannot get it out of the building. Some organizations have encouraged users to mail their diskettes to the data center media library for storage. Others allow data to be transmitted to the mainframe from the personal computer with systematic archival procedures.

What then are the minimal controls that we should adopt to protect ourselves? The following are areas that should be addressed:

- Begin with a viable security policy for acquisition, responsibility and use of microcomputers.
- Provide users with education and training on the need for security.
- Evaluate protective measures for personal computer and mainframe data and select safeguards that fit your specific requirements.
- Provide a mechanism to permit users to back up their critical data with a minimal amount of effort.
- Provide adequate backup storage.
- Fit your security program to the real problem. Users will not buy overly stringent protection unless it conforms to their perception of the risk that they face.
- Monitor the program regularly to ensure that it continues to meet your needs in this rapidly changing environment. □

*Isaacson is corporate information services manager of information security for Wang Laboratories, Inc., located in Lowell, Mass.*



# COMPUTERWORLD

## BUYER'S GUIDE

*Magazine*

SEPTEMBER 1984

# VENDOR PROFILES



## A.B. DICK CO.

Videotape Systems International  
2200 Annapolis Ave.  
Elk Grove Village, IL 60007  
(312) 593-8800

**Major Markets:** Peripheral  
Manufacturing; Software House;  
Maintenance/Other Services

**Contacts:**  
Head of Sales/Software: Ronald  
Peterson  
Head of Customer Service: James  
Stone

**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 350

## A. B. DICK CO.

Office Products  
5700 W. Touhy Ave.  
Chicago, IL 60648  
(312) 647-8800

**Major Markets:** Component,  
Computer, Terminal, Peripheral,  
Office Equipment Manufacturing;  
OEM (Computer Systems); Software  
House; Maintenance/Other Services;  
Miscellaneous Computer Supplies

**Target Industries:** Education;  
Government; Legal  
**Target Applications:** Integrated  
Office Systems; OA

**Net Sales:** More than \$100 Million  
(1983)

**Contacts:**  
Head of Sales: Terry Wellman  
**Geographic Coverage:** International  
**Year Established:** 1884

## ACTION COMPUTER

430 N. Halsted Ave.  
Pasadena, CA 91107  
(213) 351-5451

**Major Markets:** Computer  
Manufacturing  
**Target Industries:** Large Business;  
Small Business

**Target Applications:** Accounting;  
Legal; Medical  
**Net Sales:** \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales/Customer Service:  
Kwok Ong  
Head of Software: Mike Nazar  
Head of Engineering: Herb Siegel  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 50

## ACTION INSTRUMENTS CO., INC.

8601 Aero Dr.  
San Diego, CA 92123  
(619) 279-5726

**Major Markets:** Component,  
Computer Manufacturing; OEM  
(Computer Systems); Software  
House; Maintenance/Other Services

**Target Industries:** Manufacturing  
**Net Sales:** \$15 Million - \$20 Million  
(1983)

**Contacts:**  
Head of Sales/Software: Chuck  
Philyaw  
Head of Engineering: Bill Martin  
Head of Customer Service: Doug  
Harvey  
**Geographic Coverage:** International

**Year Established:** 1970

**Number of Employees:** 250

## ATRIX COMPUTER CORP.

2159 Bering Dr.  
San Jose, CA 95131  
(408) 263-3660

**Major Markets:** Computer  
Manufacturing  
**Contacts:**

Head of Sales/Software: H. White  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 100

## ACTU SYSTEMS

1160 Mark Ave.  
Carlspring, CA 93013  
(805) 684-4622

**Major Markets:** Computer,  
Peripheral Manufacturing  
**Target Industries:** Retailing

**Contacts:**  
Head of Sales: Jerry Davies  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 40

## ACUREX CORP.

Autodata  
555 Clyde Ave.  
Mountain View, CA 94042  
(415) 964-3200

**Major Markets:** Computer  
Manufacturing; OEM (Computer  
Systems); Software House; Systems  
House (Commercial OEM)

**Target Industries:** Utilities;  
Petrochemical; Process Control  
**Target Applications:** Data  
Acquisition System

**Net Sales:** \$20 Million - \$30 Million  
(1983)  
**Contacts:**

Head of Sales: Joseph Fronsee  
Head of Software: R. Tovitou  
Head of Engineering: Ron Eichorn  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 900

## ADAC CORP.

70 Tower Office Park  
Woburn, MA 01801  
(617) 935-6668

**Major Markets:** Component,  
Computer, Peripheral Manufacturing;  
OEM (Computer Systems)

**Target Industries:** Manufacturing  
**Target Applications:** Data  
Acquisition

**Net Sales:** \$5 Million - \$25 Million  
(1981)

**Contacts:**  
Head of Sales: Les Silvern  
Head of Software: Allen Pollens  
Head of Customer Service: Rich  
Paskowsky

**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 75

## ADDMASTER CORP.

P.O. Box 387  
San Gabriel, CA 91778-0387  
(213) 285-1121

**Major Markets:** Peripheral,  
Office Equipment Manufacturing;  
OEM (Computer Systems);

Software House

**Target Industries:** Banking; Retail;  
Engineering; Manufacturing  
**Net Sales:** \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: Lou Doshay  
Head of Software: Larry Wirtz  
**Geographic Coverage:** International  
**Year Established:** 1956  
**Number of Employees:** 75

## ADVANCED DIGITAL CORP.

5432 Production Dr.  
Huntington Beach, CA 92649  
(714) 891-4004

**Major Markets:** Computer  
Manufacturing

**Target Industries:** OEM; ISO  
Business  
**Net Sales:** \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: Matthew Stein  
Head of Customer Service: Alonzo  
Cardenas  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 75

## ADVANCED DIGITAL PRODUCTS

1250 Union St.  
San Diego, CA 92101  
(619) 233-0103

**Major Markets:** Computer  
Manufacturing; Software House

**Target Industries:** Business;  
Educational; Scientific; Libraries

**Net Sales:** \$500,000 - \$1 Million  
(1983)

**Contacts:**  
Head of Sales: Jim Condit  
Head of Engineering: Barry Demchak  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 25

## ADVANCED MATRIX TECHNOLOGY, INC.

1157 Tourmaline Dr.  
Newbury Park, CA 913200  
(805) 499-8741

**Major Markets:** Peripheral  
Manufacturing

**Target Industries:** OEM  
**Geographic Coverage:** National  
**Year Established:** 1982

**Number of Employees:** 25

## ADVANCED MICRO DEVICES

Micro Computer Systems  
Directorant  
3340 Scott Blvd.

Santa Clara, CA 95051  
(408) 988-7777

**Major Markets:** Computer  
Manufacturing; OEM (Computer  
Systems)

**Target Industries:**  
Telecommunication; Computation;  
Industrial Control; Military

**Target Applications:** Industrial  
Control  
**Net Sales:** \$5 Million - \$25 Million  
(1982)

**Geographic Coverage:** International  
**Year Established:** 1979

**Number of Employees:** 100

## AEROCOMP, INC.

P.O. Box 24829  
Dallas, TX 75224  
(214) 337-4346

**Major Markets:** Component,  
Peripheral Manufacturing  
**Target Industries:** Micro users

**Contacts:**  
Head of Sales: John Lancione  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 15

## ALCYON CORP.

8716 Production Ave.  
San Diego, CA 92121  
(619) 578-0860

**Major Markets:** Computer  
Manufacturing; OEM (Peripherals-  
Terminals); Software House

**Target Applications:** General  
Business; Software Development  
**Net Sales:** \$500,000 - \$1 Million  
(1983)

**Contacts:**  
Head of Sales: Lovell C. Chase Jr.  
Head of Engineering: William Allen  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 23

## ALGO, INC.

9451 Sohapp Lane  
Columbia, MD 21045  
(301) 730-7442

**Major Markets:** Peripheral,  
Communications Equipment  
Manufacturing

**Target Industries:** Telephone;  
Banking; OEM; Process Control  
System

**Target Applications:** Datalogging;  
Program Loading  
**Net Sales:** \$1 Million - \$5 Million  
(1983)

**Contacts:**  
Head of Sales/Software: C. W.  
Alexander  
Head of Engineering/Customer  
Service: Thomas Gresock  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 20

## ALGOL TECHNOLOGY, INC.

303-3 Convention Way  
Redwood City, CA 94063  
(415) 364-8314

**Major Markets:** Component,  
Peripheral Manufacturing; Software  
House

**Target Industries:** Video Games;  
OEM; PC  
**Net Sales:** \$1 Million - \$5 Million  
(1983)

**Contacts:**  
Head of Sales: James Lin  
Head of Customer Service: Tom  
Woo

**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 100

## ALGORITHIMICS

167 Worcester Road  
Wellesley, MA 02181  
(617) 237-7226

# Vendors

**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House; Systems House (Commercial OEM); Mail Order; Dealer  
**Target Industries:** Legal; Utilities; Churches  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Software: Richard Adams  
**Geographic Coverage:** Regional  
**Year Established:** 1976  
**Number of Employees:** 3

## ALLOY COMPUTER PRODUCTS, INC.

100 Pennsylvania Ave.  
 Framingham, MA 01701  
 (617) 875-6100  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Nigel R. Speer  
 Head of Customer Service: John R. Lyman  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 80

## ALPHACOM, INC.

2323 S. Bascom Ave.  
 Campbell, CA 95008  
 (408) 559-8000  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Manufacturing; Distribution; Medical  
**Target Applications:** Medical Applications; OEM; Retail; Portable Terminals  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: John Hahn  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 50

## ALPHA MERICS CORP.

20931 Northoff St.  
 Chatsworth, CA 91311  
 (818) 709-1155  
**Major Markets:** Peripheral Manufacturing; Test Equipment Manufacturing  
**Target Industries:** Engineering; Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Mark McCrew  
 Head of Customer Service: Phil Mobley  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 50

## ALPHA MICRO SYSTEMS

17332 Von Karman  
 Irvine, CA 92714  
 (714) 957-8500  
**Major Markets:** Computer Manufacturing; Software House; Systems House (Commercial OEM)  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**

Head of Sales: Richard Oliva  
 Head of Software: Ed Towers  
 Head of Customer Service: John Glade  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 400

## ALS CORP.

Infotek Systems  
 1400 N. Baxter St.  
 Anaheim, CA 92806  
 (714) 956-9300  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Theo Stevens  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 250

## ALSPA COMPUTER, INC.

477 Division  
 Campbell, CA 95008  
 (408) 370-3000  
**Major Markets:** Computer Manufacturing  
**Target Industries:** System Integrators; OEM  
**Target Applications:** Medical; Dental Billing; POS  
**Contacts:**  
 Head of Sales: Richard Brooks  
 Head of Software: Richard Brooks  
 Head of Customer Service: Bill Streep  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 24

## ALTEK CORP.

2150 Industrial Pkwy.  
 Silver Spring, MD 20904  
 (301) 622-3906  
**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** Manufacturing; Engineering  
**Target Applications:** Graphics; Mapping; Computer-Aided Design and Computer-Aided Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Jack Tiner  
 Head of Software: Lowell Nurenberg  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 58

## ALTOS COMPUTER SYSTEMS

2641 Orchard Park Way  
 San Jose, CA 95134  
 (408) 946-6700  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM; Distributors  
**Target Applications:** Business  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
 Head of Sales: Robert Bozeman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 400

## AMCODYNE, INC.

1301 S. Sunset St.  
 Longmont, CO 80501  
 (303) 772-2601  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Carolyn Soberalske  
 Head of Software: William T. Chambers  
 Head of Customer Service: Dave Cordano  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 150

## AMDEK

2201 Lively Blvd.  
 Elk Grove Village, IL 60007  
 (312) 364-1180  
**Major Markets:** Peripheral Manufacturing; Miscellaneous Computer Supplies  
**Contacts:**  
 Head of Software: Marc Solley  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 45

## AMERICAN MITAC CORP.

2906 Scott Blvd.  
 Santa Clara, CA 95050  
 (408) 988-0258  
**Major Markets:** Peripheral Manufacturing; Half-Height Disk Drives  
**Target Industries:** Computer Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 15

## AMF LOGIC SCIENCES, INC.

10535 Rockley Road  
 Suite 103  
 Houston, TX 77099  
 (713) 879-0536  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Oil Exploration  
**Target Applications:** Displays  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Peter Ferrer  
 Head of Software: Jim Nipper  
 Head of Customer Service: John Burgh  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 38

## AMLYN CORP.

2450 Autumnvale Dr.  
 San Jose, CA 95131  
 (408) 946-8616  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Customer Service: Michael Wong  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 85

## AMPAK BUSINESS SYSTEMS, INC.

2640 Walnut Ave.  
 Tustin, CA 92680  
 (714) 751-4217  
**Major Markets:** Component Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** IBM  
**Target Applications:** Hard Copy Output  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Dan Antia  
 Head of Software: Susan Hentsch  
 Head of Engineering: M. Maulsby  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 10

## AMPEX

10435 N. Tentav Ave.  
 Cupertino, CA 95014  
 (408) 255-4800  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM); Dealer/Distributor  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Sales: Larry Hoffwade  
 Head of Customer Service: Jon Garman  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 80

## AMPEX CORP.

Memory Products  
 200 N. Nash St.  
 El Segundo, CA 90245  
 (213) 640-0150  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Ken C. Jones  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 2,000

## AMTEL SYSTEMS CORP.

1293 Anvilwood Ave.  
 Sunnyvale, CA 94089  
 (408) 734-5092  
**Major Markets:** Computer, Communications Equipment Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Fortune 500; Banking; Finance  
**Target Applications:** Automated Message Centers; Text Delivery  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Software: Walter Klees  
 Head of Engineering: Ernie Long  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 40

## ANADEX, INC.

1201 Fyres Road  
 Camarillo, CA 93010  
 (805) 987-9660

**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
 Head of Sales: K. A. Mathews  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 400

**ANALOG DEVICES**  
 3 Technology Way Industrial Park  
 Route 1  
 P.O. Box 280  
 Norwood, MA 02062  
 (617) 329-4700  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** Manufacturing; Laboratories  
**Target Applications:** Lab R&D; Measurement and Control; Product Testing  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: Bill Miller  
 Head of Customer Service: Bill Miller  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 2,800

**ANALOG & DIGITAL PERIPHERALS**  
 815 Diana Dr.  
 Troy, OH 45373  
 (513) 339-2241  
**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Dealer/Distributor  
**Target Industries:** OEM; End Users  
**Target Applications:** Industrial Controls; Data Recording; Program Loading; Data Acquisition  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales: Lyle Kuebler  
 Head of Software: Alan Kuebler  
 Head of Customer Service: Don Millican  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 25

**ANDERSON JACOBSON, INC.**  
 521 Charcot Ave.  
 San Jose, CA 95131  
 (408) 263-8520  
**Major Markets:** Terminal, Peripheral Manufacturing; Communications Equipment Manufacturing; Software House; Voice Data System Managers  
**Target Applications:** APL Programs  
**Net Sales:** \$20 Million - \$30 Million (1982)  
**Contacts:**  
 Head of Sales: Dick DeLong  
 Head of Software: Thomas Zmach  
 Head of Customer Service: Wayne Sappeler  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 875

**ANDROMEDA SYSTEMS, INC.**  
 9000 Eaton Ave.

Canoga Park, CA 91304  
 (818) 709-7500  
**Major Markets:** Component, Computer, Terminal Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Scientific  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Bill Graham  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 20

**ANDROTEK / DMI**  
 5538 Westerville Road  
 Westerville, OH 43081  
 (614) 882-7821  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Manufacturing  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Software: Carl Neunerselt  
 Head of Customer Service: Garry Donaldson  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 10

**APPARAT, INC.**  
 4401 S. Tamarac Pkwy.  
 Denver, CO 80237  
 (303) 741-1573  
**Major Markets:** Component, Peripheral Manufacturing; Software House; Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** General Business; Application  
**Target Applications:** Data Base  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Lois Lauletta  
 Head of Engineering: Brian Utti  
 Head of Customer Service: Billy Roach  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 45

**APPLE COMPUTER, INC.**  
 20525 Mariani Ave.  
 Cupertino, CA 95014  
 (408) 996-1010  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** General Business; Education; Home  
**Target Applications:** General Business; Personal; Entertainment  
**Contacts:**  
 Head of Software: William V. Campbell  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 4,500

**APPLIED DIGITAL DATA SYSTEMS, INC.**  
 100 Marcus Blvd.  
 Hauppauge, NY 11788

(516) 231-5400  
**Major Markets:** Computer, Terminal Manufacturing  
**Contacts:**  
 Head of Sales: Joe Maronne  
**Year Established:** 1969  
**Number of Employees:** 900

**APPLIED DYNAMICS INTERNATIONAL**  
 3800 Stone School Road  
 Ann Arbor, MI 48104  
 (313) 973-1300  
**Major Markets:** Component, Computer Manufacturing  
**Target Industries:** Aerospace; Energy; Auto  
**Target Applications:** Simulation Systems; Transmission Design  
**Net Sales:** \$5 Million - \$25 Million (1983)  
**Contacts:**  
 Head of Sales: Edward Fadden  
 Head of Software: Don Chandler  
 Head of Customer Service: Tom Luther  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 83

**ARC AUTOMATION SERVICE, INC.**  
 P.O. Box 619900  
 Dallas, TX 75261  
 (214) 257-1455  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Insurance  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: Terence D. Culling  
 Head of Software: Ralph Hair  
 Head of Engineering: Howard Ardolino  
 Head of Customer Service: Wallis McMath  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 700

**ARCHIVE CORP.**  
 3540 Cadillac Ave.  
 Costa Mesa, CA 92626  
 (714) 641-0279  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Tom Makmann  
 Head of Customer Service: William Miller  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 300

**ARISTO GRAPHIC CORP.**  
 5 Emery Ave.  
 Randolph, NJ 07869  
 (201) 366-7000  
**Major Markets:** Component Manufacturing; OEM (Computer Systems)  
**Target Industries:** Microwave; Display Graphics  
**Target Applications:** Microwave  
**Contacts:**

Head of Software: Mathew F. Parker  
 Head of Customer Service: Uwe Jansen  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 10

**ASTRONAUTICS CORP. OF AMERICA**  
 P.O. Box 523  
 Milwaukee, WI 53021  
 (414) 447-8200  
**Major Markets:** Component, Computer, Terminal, Peripheral Manufacturing  
**Target Industries:** Aerospace; Military  
**Target Applications:** Communications  
**Net Sales:** \$75 Million - \$100 Million (1983)  
**Contacts:**  
 Head of Sales: R. D. Seinfeld  
 Head of Customer Service: R. Lessin  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 1,300

**ATARI, INC.**  
 1265 Borregas Ave.  
 P.O. Box 427  
 Sunnyvale, CA 94086  
 (408) 745-2000  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Personal Computer; Education; Home User; Small Business  
**Target Applications:** Educational; General Business; Games  
**Contacts:**  
 Head of Sales: Dave Ruckert  
 Head of Software: Don Kingborough  
 Head of Customer Service: Marcian E. Hoff Jr.  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 3,500

**ATASI CORP.**  
 2075 Zanker Road  
 San Jose, CA 95131  
 (408) 995-0335  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: David Egg  
 Head of Software: Donald Pate  
 Head of Customer Service: Donald Lundell  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 55

**ATHENAEUM TECHNOLOGY, INC.**  
 105 Baystate Dr.  
 Braintree, MA 02184  
 (617) 848-8388  
**Major Markets:** Peripheral Manufacturing  
**Target Applications:** Word Processing; CAD/CAM; Small Business Systems  
**Contacts:**  
 Head of Sales: Jean-Paul Garodet

# Vendors

Head of Customer Service: Richard Blanton  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 11

## AT&T INFORMATION SYSTEMS

Headquarters  
 100 Southgate  
 Morristown, NJ 07960  
 (201) 898-2000  
**Major Markets:** Computer Manufacturing, Peripheral and Communications Equipment Manufacturing  
**Target Applications:** Communications  
**Contacts:**  
 Head of Sales/Software: Robert Casale  
**Geographic Coverage:** International  
**Year Established:** 1983

## AT&T TELETYPE CORP.

5555 Touhy Ave.  
 Skokie, IL 60077  
 (312) 982-2000  
**Major Markets:** Terminal Manufacturing, Peripheral Manufacturing, Dealer/Distributor  
**Target Industries:** Communications; Government; Data Communications; Independent Telephone Companies  
**Contacts:**  
 Head of Sales: Dan Printz  
 Head of Customer Service: William Strange Jr.  
**Geographic Coverage:** International  
**Year Established:** 1907  
**Number of Employees:** 5,000

## ATV SYSTEMS, INC.

2921 S. Daimler St.  
 Santa Anna, CA 92705  
 (714) 546-3551  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Hospitality; Office Information  
**Target Applications:** POS; Back Office Accounting  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: Jerry Perolat  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 650

## AUTEC CORP.

1301 W. Copans Road  
 Pompano Beach, FL 33064  
 (305) 979-2700  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** Chemical; Petrochemicals; Petroleum  
**Target Applications:** Power Production and Distributors; Refineries; Furnace Control  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Dean Frost

Head of Software: Marvin L. Bunn  
 Head of Engineering: Richard H. Caro  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 95

## AUTOMATIC CONTROL ELECTRONICS CO.

P.O. Box 20264  
 San Antonio, TX 78220  
 (512) 661-4111  
**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Concrete; Grain  
**Target Applications:** Automatic Batching  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Don Fitzsimon  
 Head of Engineering: Gordon Alley  
 Head of Customer Service: Gerry Ferguson  
**Geographic Coverage:** National  
**Year Established:** 1961  
**Number of Employees:** 55

## AUTOMATIC FUNDS TRANSFER SERVICES, INC.

2040 Westlake N. 313  
 Seattle, WA 98109  
 (206) 285-5658  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Banking  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 10

## AVATAR TECHNOLOGIES, INC.

99 S. St.  
 Hopkinton, MA 01748  
 (617) 435-6872  
**Major Markets:** Computer Manufacturing; Communications Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Commercial  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Dr. F. D. Wiersma  
 Head of Software: Fred Savin  
 Head of Customer Service: Fred Schaffer  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 70

## AXIOM CORP.

1014 Griswold Ave.  
 San Fernando, CA 91340  
 (213) 365-9521  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Instrumentation; Medical; Low-Cost Microcomputers  
**Target Applications:** Hard Copy; Scanning; Data Logging  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: Paul Farmer

Head of Software: Pat DeTora  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 45

## AXLON, INC.

70 Dagget Dr.  
 San Jose, CA 91534  
 (408) 945-0500  
**Major Markets:** Peripheral Manufacturing

## AXONIX CORP.

417 Wakara Way  
 Salt Lake City, UT 84108  
 (800) 821-7093  
**Major Markets:** Terminal Manufacturing, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Dave Cox  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 15

## AYDIN CORP.

Aydin Controls  
 414 Commerce Dr.  
 Ft. Washington, PA 19034  
 (215) 542-7800  
**Major Markets:** Computer, Peripheral Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Process Control; Geophysical; Utilities; Scientific Research  
**Target Applications:** Color Graphic Displays; High-Density Diagrams  
**Contacts:**  
 Head of Sales: Joseph Taylor  
 Head of Engineering: Greg Reeves  
 Head of Customer Service: Al Vira  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 390

## BDS CORP.

800 Maude Ave.  
 Mountain View, CA 94043  
 (415) 964-2115  
**Major Markets:** OEM (Peripherals-Terminals)  
**Year Established:** 1975  
**Number of Employees:** 35

## BENSON, INC.

2690 Orchid Pkwy.  
 P.O. Box 32059  
 San Jose, CA 95122059  
 (408) 945-1000  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Seismic  
**Target Applications:** Seismic; Computer-Aided Design and Computer-Aided Manufacturing  
**Contacts:**  
 Head of Sales: Alexander A. Salotolo  
 Head of Software: Larry Maguire  
 Head of Engineering: R. Bonino  
 Head of Customer Service: Arthur Bliss  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 500

## BERING INDUSTRIES, INC.

1400 Fulton Place

Fremont, CA 94539  
 (415) 651-3300  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** HP Computer Users

**Contacts:**  
 Head of Sales: Chin Choy  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 20

## BETACOM CORP.

245 E. Sixth St.  
 Suite 814  
 St. Paul, MN 55101  
 (612) 292-8188  
**Major Markets:** Computer, Communications Equipment Manufacturing  
**Target Industries:** Insurance; Legal; Business; Medical  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Sales: William Presley  
 Head of Software: Roger Anderson  
 Head of Engineering: Richard Haden  
 Head of Customer Service: Al Nuendorf  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 43

## BILLINGS COMPUTER CORP.

18600 E. 37th Terrace  
 Independence, MO 64057  
 (816) 373-0000  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Retail; Word Processing; Manufacturing  
**Target Applications:** Electronic Mail; Accounting; Program Development; Data Base Management Systems  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Becky Faater  
 Head of Engineering/Customer Service: Dr. Robert Ridge  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 60

## BLUE CHIP ELECTRONICS

2 W. Alameda  
 Tempe, AZ 85282  
 (602) 829-7217  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Retail; Small Business; Home Owners  
**Contacts:**  
 Head of Sales: Gary Sharpe  
**Year Established:** 1982  
**Number of Employees:** 6

## BRAEMAR COMPUTER CORP.

11950 12th Ave., S.  
 Burnsville, MN 55337  
 (612) 890-5135  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing

## Contacts:

Head of Software: Richard Morris  
Head of Customer Service: Harlee Anderson  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 150

## BROTHER INTERNATIONAL CORP.

8 Corporate Place  
Piscataway, NJ 08854  
(201) 981-0300  
**Major Markets:** Peripheral, Office Equipment Manufacturing  
**Contacts:**  
Head of Sales: Hal Fair  
Head of Software: Roger Nakagawa  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 250

## BUCK ENGINEERING, INC.

Lab Volt Systems  
1710 Highway 34  
Wall, NJ 07719  
(201) 981-0300  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals)  
**Target Industries:** Education  
**Target Applications:** Training  
**Net Sales:** \$20 Million - \$30 Million (1982)  
**Contacts:**  
Head of Sales: A. G. Anderson  
Head of Customer Service: Jerry Kane  
**Geographic Coverage:** International  
**Year Established:** 1934  
**Number of Employees:** 175

## BUNKER RAMO ELECTRONIC SYSTEMS

31717 La Tienda Dr.  
P.O. Box 5009  
Westlake Village, CA 91359  
(818) 889-2211  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Department Defense  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
Head of Sales: H.A. Lindsay  
Head of Engineering: P.H. Chang  
Head of Customer Service: Dr. A. D. Scarbrough  
**Geographic Coverage:** National  
**Year Established:** 1964  
**Number of Employees:** 550

## BURROUGHS CORP.

Burroughs Place  
Detroit, MI 48232  
(313) 972-7000  
**Major Markets:** Computer, Communications Equipment, Office Equipment Manufacturing; OEM (Computer Systems); Software House; Dealer/Distributor; Miscellaneous Computer Supplies  
**Net Sales:** More than \$100 Million (1982)  
**Year Established:** 1886

**Number of Employees:** 62,000

## BUSINESS INFORMATION SYSTEMS, INC.

1140 36th St.  
Ogden, UT 84403  
(801) 621-1481  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Dealer/Distributor  
**Target Industries:** OEM; Univac Users  
**Contacts:**  
Head of Sales: Buddy Auble  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 26

## CAD COUNSEL

231 E. Lemon Ave.  
Monrovia, CA 91014  
(818) 359-6091  
**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Engineering; Architecture; Design; Aerospace  
**Target Applications:** CAD/CAM; Graphics  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 9

## CADLINE, INC.

700 Nicholas Blvd.  
Elk Grove Village, IL 60007  
(312) 228-7300  
**Major Markets:** Computer Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Mechanical Design; Manufacturing  
**Target Applications:** NC  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales/Software: William Schaefer  
Head of Engineering: Michael Sterling  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 135

## CALCOMP

2411 W. La Palma Ave.  
Anaheim, CA 92801  
(714) 821-2011  
**Major Markets:** Component, Peripheral Manufacturing; Software House; Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Engineering; Architecture; Construction  
**Target Applications:** CAD/CAM  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
Head of Sales: R. A. Peters  
Head of Software: James Waltz  
Head of Engineering: Ray Johnston  
Head of Customer Service: L. T. Baldam  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 2,000

## CALDISK, INC.

18600 E. 37th Terrace  
Independence, MO 64057

(816) 373-0000

**Major Markets:** Computer, Peripheral Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$1 Million - \$5 Million (1983)

## Contacts:

Head of Sales: Bucky Seaster  
Head of Customer Service: Robert Ridge  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 60

## CALIFORNIA COMPUTER SYSTEMS

250 Caribbean Dr.  
Sunnyvale, CA 94089  
(408) 734-5811  
**Major Markets:** Computer Manufacturing  
**Net Sales:** \$10 Million - \$15 Million (1973)  
**Contacts:**  
Head of Sales: Marcia Bradford  
Head of Software: Peter Passaretti  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 75

## CALLAN DATA SYSTEMS, INC.

2645 Townsgate Road  
Westlake Village, CA 91361  
(805) 497-6837  
**Major Markets:** Computer, Peripheral Manufacturing  
**Target Industries:** OEM; Manufacturing; Communications; Military  
**Target Applications:** Software Development; Process Control; Factory Automation; Banking Automation  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales: Gary Hughes  
Head of Software: Robert Hufsnagel  
Head of Customer Service: William Pohman  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 80

## CAMEO ELECTRONICS, INC.

1626 S. Clementine St.  
P.O. Box 9379  
Anaheim, CA 92802  
(714) 535-1682  
**Major Markets:** Peripheral, Communications Equipment Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Sales: Doug Simonson  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 25

## CANON U.S.A., INC.

One Canon Plaza  
Lake Success, NY 11042  
(516) 498-6700  
**Major Markets:** Computer, Peripheral, Office Equipment Manufacturing; OEM (Computer Systems)

**Target Industries:** Business  
**Target Applications:** Business  
**Net Sales:** More than \$100 Million (1983)  
**Year Established:** 1966  
**Number of Employees:** 1,700

## CAPITOL CIRCUITS CORP.

Printer Products  
24 Denby Road  
Allston, MA 02134  
(617) 787-2030  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** POS Retail  
**Target Applications:** Scale Applications  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales/Software: Martin Schiff  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 180

## CARDCO, INC.

313 Mathewson  
Wichita, KS 67214  
(316) 267-6525  
**Major Markets:** Component, Peripheral Manufacturing; OEM (Peripherals-Terminals); Systems House (Commercial OEM)  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

## CARDIFF TECHNOLOGY, INC.

4080 Morena Blvd.  
San Diego, CA 92117  
(619) 270-3990  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 11

## CARDINAL SCALE MANUFACTURING CO.

P.O. Box 151  
Webb City, MO 64870  
(417) 673-4631  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals); Software House; Maintenance/Other Services  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales: Don Johnson  
Head of Software: Steve Cole  
Head of Engineering: Darrell Offutt  
Head of Customer Service: W. T. James  
**Geographic Coverage:** International  
**Year Established:** 1950  
**Number of Employees:** 400

## CARDKEY SYSTEMS

20660 Bahama St.  
Chatsworth, CA 91311  
(213) 988-7560  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House;

# Vendors

## Maintenance/Other Services

**Target Applications:** Access Control; Security Management  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Geographic Coverage:** International  
**Year Established:** 1940  
**Number of Employees:** 250

## CASIO, INC.

15 Gardner Road  
 Fairfield, NJ 07006  
 (201) 575-7400  
**Major Markets:** Computer Manufacturing; Dealer/Distributor  
**Contacts:**  
 Head of Sales: Robert Gordon  
 Head of Software: David Glass  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 4,000

## CENTRAL DATA CORP.

1602 Newton Dr.  
 Champaign, IL 61821  
 (217) 359-8010  
**Major Markets:** Component, Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Applications:** General Business; Accounting; Testing  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales: Earl D. Jacobsen  
 Head of Software: N. MacGregor  
 Head of Engineering: Jeffrey Roloff  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 65

## CENTRONICS DATA COMPUTER CORP.

One Wall St.  
 Hudson, NH 03051  
 (603) 883-0111  
**Major Markets:** Peripheral, Office Equipment Manufacturing; OEM (Peripherals-Terminals); Dealer/Distributor;  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: Neil D. Kleinfeld  
 Head of Software: Warren E. Allen Jr.  
**Geographic Coverage:** International  
**Year Established:** 1966  
**Number of Employees:** 1,800

## CENTURION COMPUTER CORP.

1111 S. Sherman St.  
 Richardson, TX 75081  
 (214) 644-3628  
**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Accountants; General Business; Insurance; Customer Service  
**Target Applications:** General Accounting  
**Contacts:**  
 Head of Sales: Howard Dean  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 85

## CENTURY COMPUTER CORP.

14453 Gillis  
 Dallas, TX 75234  
 (214) 233-3238  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Government; Automation; Nonprofit; Credit Unions  
**Target Applications:** Accounting  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Contacts:**  
 Head of Sales: Paul Schmidt  
 Head of Customer Service: Hans Kriel  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 30

## CENTURY DATA SYSTEMS, INC.

1270 N. Kraemer Blvd.  
 Anaheim, CA 92806  
 (714) 632-7500  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** High Technology; OEM  
**Contacts:**  
 Head of Sales: Wallace Bauchiero  
 Head of Software: Richard Brechtlin  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 901

## CORS MICROTECH, INC.

P.O. Box 102  
 Langhorne, PA 19047  
 (215) 757-0284  
**Major Markets:** Peripheral, Communications Equipment Manufacturing; Software House; Distributor  
**Target Industries:** Engineering  
**Target Applications:** WP  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 8

## CHALLENGE SYSTEMS

1299 Commerce  
 Richardson, TX 75081  
 (214) 669-1101  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Contacts:**  
 Head of Sales: Glen Brian  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 40

## CHARLES RIVER DATA SYSTEMS, INC.

983 Concord St.  
 Framingham, MA 01701  
 (617) 655-1800  
**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** OEM; Education; Communications; Commercial Data  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: Dan DeLea  
 Head of Software: Steve Stucky

Head of Engineering: Jeff Goldberg  
 Head of Customer Service: Russell O'Connor  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 180

## CHARTER INFORMATION CORP.

2421 Rutland Dr.  
 Austin, TX 78758  
 (512) 835-1111  
**Major Markets:** OEM (Computer Systems); Software House; Systems House (Commercial OEM); Data Services (Service Bureau)  
**Target Industries:** Finance; Accountants; Dental  
**Target Applications:** Job Costing; Accounting; Word Processing  
**Contacts:**  
 Head of Sales: Lois Rice  
 Head of Software: Philip Hankins  
**Geographic Coverage:** National  
**Year Established:** 1969  
**Number of Employees:** 25

## CHROMATICS, INC.

2558 Mountain Industrial Blvd.  
 Tucker, GA 30084  
 (404) 493-7000  
**Major Markets:** Computer Manufacturing; Computer Graphics  
**Target Industries:** Manufacturing; Engineering  
**Target Applications:** Graphics; Process Control; CAD/CAM  
**Contacts:**  
 Head of Sales: Tom Williams  
 Head of Software: Larry Morrissey  
 Head of Customer Service: John Elwood  
**Geographic Coverage:** International  
**Year Established:** 1976

## CIE ELECTRONICS

CIE Terminals  
 2505 McCabe Way  
 Irvine, CA 92714  
 (714) 660-1421  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Harry Slam  
 Head of Customer Service: Timothy Sullivan  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 115

## CIE SYSTEMS, INC.

2515 McCabe Way  
 P.O. Box 16579  
 Irvine, CA 92713  
 (714) 660-1800  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Product and System OEM  
**Target Applications:** General Business  
**Contacts:**  
 Head of Sales: Warren Blossom  
 Head of Software: Fran Moynihan  
 Head of Engineering: Duane Davis  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 95

## CIPHER DATA PRODUCTS, INC.

10225 Willow Creek Road  
 San Diego, CA 92131  
 (714) 578-9100  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$50 Million - \$75 Million (1982)  
**Contacts:**  
 Head of Sales: Larry Hemmerich  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 1,100

## C. ITOH DIGITAL PRODUCTS, INC.

19750 S. Vermont Ave.  
 Suite 220  
 Torrance, CA 90502  
 (213) 327-5939  
**Major Market:** End Users; Dealers  
**Target Industries:** Small Business, Home  
**Contacts:**  
 Head of Sales: Gene Murphy  
 Head of Customer Service: Joseph King  
**Geographic Coverage:** National  
**Year Established:** 1984  
**Number of Employees:** 50

## C. ITOH ELECTRONICS

5301 Beethoven St.  
 Los Angeles, CA 90066  
 (213) 306-6700  
**Major Markets:** Terminal, Peripheral Manufacturing; Dealer/Distributor  
**Contacts:**  
 Head of Sales: Robert Cowan  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 100

## CMC INTERNATIONAL

1720 130th Ave. N.E.  
 Bellevue, WA 98005  
 (206) 885-1600  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Dealers  
**Target Applications:** Distributors  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: Gerald Jones  
 Head of Software: Donald Britton  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 35

## CODATA SYSTEMS CORP.

285 N. Wolfe Road  
 Sunnyvale, CA 94086  
 (408) 735-1744  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House  
**Target Industries:** Engineering  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales: Gary D. Oates  
 Head of Engineering: Yarr Daon  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 55

## ODDITO SYSTEMS

2355 Zee Road  
San Jose, CA 95131  
(408) 942-8262  
**Major Markets:** Peripheral  
Manufacturing  
**Contacts:**  
Head of Sales: Andrew Roman  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 150

## COLBY COMPUTERS

849 Independence Ave.  
Mountain View, CA 94043  
(415) 968-1410  
**Major Markets:** Component,  
Computer Manufacturing  
**Target Industries:** Fortune 1000  
**Geographic Coverage:** International  
**Year Established:** 1982

## COLECO INDUSTRIES, INC.

999 Quaker Lane S.  
W. Hartford, CT 06110  
(203) 725-8000  
**Major Markets:** Component,  
Computer, Peripheral,  
Communications Equipment  
Manufacturing; Software House  
**Target Industries:** Home Computer  
**Net Sales:** More than \$100 Million  
(1983)  
**Contacts:**  
Head of Sales: Alfred R. Kahn  
Head of Software: J. B. Clarke  
Head of Engineering: Charles B.  
Winterbly  
**Geographic Coverage:** International  
**Year Established:** 1932  
**Number of Employees:** 5,000

## COLEX AMERICA, INC.

15028 Bellway Road  
Dallas, TX 75234  
(214) 458-2779  
**Major Markets:** Component,  
Computer Manufacturing;  
Maintenance/Other Services  
**Target Industries:** OEM Market;  
System Integration Market  
**Contacts:**  
Head of Sales/Software: Rudi Hoess  
Head of Customer Service: D. Allen  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 80

## COLONIAL DATA SERVICES

CORP.  
105 Sanford St.  
Hamden, CT 06514  
(203) 288-2524  
**Major Markets:** Computer  
Manufacturing  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Sales: Ron Labarbera  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 15

## COLORADO VIDEO, INC.

P.O. Box 928  
Boulder, CO 80306  
(303) 444-3972  
**Major Markets:** Peripheral,  
Communications Equipment

Manufacturing; Maintenance/Other  
Services  
**Target Industries:** Government;  
R&D  
**Target Applications:** Video Memory;  
Computer Vision  
**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Sales: Cynthia Keen  
Head of Customer Service: John  
Sparks  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 47

## COLUMBIA DATA PRODUCTS, INC.

91500 Rumsey Road  
Columbia, MD 21045  
(301) 992-3400  
**Major Markets:** Computer,  
Peripheral Manufacturing  
**Target Industries:** Manufacturing;  
Engineering; Professional  
**Target Applications:** Accounting;  
Word Processing; Graphics; DBMS  
**Net Sales:** \$50 Million - \$75 Million  
(1983)  
**Contacts:**  
Head of Sales: John A. White  
Head of Customer Service: Richard  
Mathews  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 750

## COMARK CORP.

93 W. St.  
P.O. Box 474  
Medfield, MA 02052  
(617) 359-8161  
**Major Markets:** Component,  
Peripheral Manufacturing; OEM  
(Computer Systems);  
Dealer/Distributor;  
Maintenance/Other Services  
**Target Applications:** Process  
Control; Lab Functions; Data  
Acquisition; Accounting  
**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Sales: Mike Glinski  
Head of Software: William Breen  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 50

## COMMODORE BUSINESS

**MACHINES, INC. SYSTEMS**  
487 Devon Park Dr.  
Wayne, PA 19087  
(215) 687-9750  
**Major Markets:** Computer,  
Peripheral Manufacturing; Software  
House; Systems House (Commercial  
OEM)  
**Net Sales:** More than \$100 Million  
(1982)  
**Contacts:**  
Head of Engineering: Paul Goheen  
**Geographic Coverage:** International

## COMMODORE BUSINESS

**MACHINES, INC.**  
1200 Wilson Dr.  
Westchester, PA 19380  
(215) 431-9100

**Major Markets:** Component,  
Computer, Terminal, Peripheral,  
Communications Equipment  
Manufacturing; Software House  
**Net Sales:** More than \$100 Million  
(1983)  
**Contacts:**  
Head of Sales/Software: Jim Dionne  
Head of Engineering: Sig Hartmann  
**Geographic Coverage:** International  
**Year Established:** 1958

## COMM SOFT, INC.

2452 Ebaradero Way  
Palo Alto, CA 94303  
(415) 493-2184  
**Major Markets:** Software House  
**Target Applications:**  
Communication; Genealogy;  
Educational  
**Net Sales:** \$100,000 - \$500,000  
(1981)  
**Contacts:**  
Head of Engineering: Curt  
Bowersock  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 3

## COMMUTER COMPUTER

**CORP.**  
19208 Dunard St.  
Northridge, CA 91326  
(818) 341-1404  
**Major Markets:** Computer  
Manufacturing  
**Target Industries:** Professional;  
Small Business  
**Geographic Coverage:** National  
**Year Established:** 1983

## COMPAL, INC.

Systems  
8500 Wilshire Blvd.  
Beverly Hills, CA 90211  
(213) 652-2263  
**Major Markets:** OEM (Computer  
Systems); Systems House  
(Commercial OEM);  
Dealer/Distributor; Dealer;  
Maintenance/Other Services  
**Contacts:**  
Head of Sales: Ira Kalb  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 15

## COMPAQ COMPUTER CORP.

20333 FM149  
Houston, TX 77070  
(713) 370-7400  
**Major Markets:** Computer  
Manufacturing  
**Target Industries:** Dealer;  
Professional  
**Contacts:**  
Head of Sales: Mike Swabely  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 850

## COMPUCORP

2211 Michigan Ave.  
Santa Monica, CA 90404  
(213) 829-7453  
**Major Markets:** Computer, Office  
Equipment Manufacturing; Data  
Services (Service Bureau)  
**Target Industries:** Legal; Business;

Fortune 1000  
**Target Applications:** WP;  
Accounting  
**Net Sales:** \$30 Million - \$50 Million  
(1983)  
**Contacts:**  
Head of Sales: S. Cimbiolost  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 600

## COMPU PRINTER

**INTERNATIONAL, INC. (COMPRINT)**  
340 E. Middlefield Road  
Mountain View, CA 94043  
(415) 969-6161  
**Major Markets:** Peripheral  
Manufacturing; Maintenance/Other  
Services  
**Net Sales:** \$500,000 - \$1 Million  
(1983)  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 6

## COMUPRO

3506 Breakwater Court  
Hayward, CA 94545  
(415) 786-0909  
**Major Markets:** Component,  
Computer, Peripheral Manufacturing;  
Maintenance/Other Services  
**Target Industries:** General  
Business; Industrial; Scientific  
**Contacts:**  
Head of Software: Jim Lanphear  
Head of Customer Service: Kevin  
Fischer  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 90

## COMPUTER AUTOMATION, INC.

Headquarters  
4890 Sterling Dr.  
Boulder, CO 80301  
(303) 444-8748  
**Major Markets:** Computer,  
Communications Equipment  
Manufacturing; Maintenance/Other  
Services  
**Target Industries:** Distribution; End  
Users  
**Net Sales:** \$75 Million - \$100 Million  
(1983)  
**Contacts:**  
Head of Sales/Software: Neil Lynch  
Head of Engineering: John LaLiberte  
Head of Customer Service: D. Morri  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 200

## COMPUTER AUTOMATION, INC.

Naked Mini (NMD)  
2181 Dupont Dr.  
Irvine, CA 92713  
(714) 833-8830  
**Major Markets:** Component,  
Computer, Terminal Manufacturing;  
OEM (Computer Systems); OEM  
(Peripherals-Terminals);  
Maintenance/Other Services  
**Net Sales:** \$50 Million - \$75 Million  
(1982)

# Vendors

## Contacts:

Head of Sales: Norm Breyda  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 300

## COMPUTER DESIGNED SYSTEMS, INC.

Commercial Systems Div.  
 10911 Olson Memorial Hwy.  
 Minneapolis, MN 55441  
 (612) 545-2855  
**Major Markets:** Component, Computer, Terminal, Peripheral  
**Manufacturing:** OEM (Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Manufacturing; Distribution; Medical  
**Target Applications:** Accounting; MRP; Office Management  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Gary Fisher  
 Head of Engineering: Jim Fliss  
 Head of Customer Service: Thanasis Spiropoulos  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 45

## COMPUTER DEVICES, INC.

749 Middlesex Turnpike  
 Nutting Lake, MA 01865  
 (617) 663-4980  
**Major Markets:** Computer, Terminal  
**Manufacturing:** OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: Allyn Nilman  
 Head of Software: Sharon Zizza  
 Head of Customer Service: Gerry Galkicki  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 120

## COMPUTER DYNAMICS, INC.

105 S. Main St.  
 Greer, SC 29651  
 (803) 877-7471  
**Major Markets:** OEM (Peripherals-Terminals); Software House  
**Target Industries:** Engineering; Small Business  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Susan Priestner  
 Head of Customer Service: Barry Steeie  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 24

## COMPUTER MEMORIES, INC.

9216 Eton Ave.  
 Chatsworth, CA 91311  
 (213) 709-6445  
**Major Markets:** Peripheral  
**Manufacturing:** OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Trevor Constable

## Head of Customer Service: Avi Brudi

**Geographic Coverage:** International  
**Year Established:** 1979

## COMPUTER SHOP

139 First St.  
 Cambridge, MA 02141  
 (617) 661-2670  
**Major Markets:** Computer  
**Manufacturing:** Systems House (Commercial OEM)  
**Target Industries:** Professional  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 15

## COMPUTERS INTERNATIONAL, INC.

3540 Wilshire Blvd.  
 Los Angeles, CA 90010  
 (213) 386-3111  
**Major Markets:** Systems House (Commercial OEM)  
**Target Industries:** OEM  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 60

## COMPUTER SYSTEMS

26401 Harper Ave.  
 St. Clair Shores, MI 48081  
 (313) 779-8709  
**Major Markets:** Computer, Communications Equipment  
**Manufacturing:** OEM (Computer Systems)  
**Target Industries:** Industrial; Engineering  
**Target Applications:** Graphics; Data Acquisition; Control System; Data Acquisition  
**Contacts:**  
 Head of Sales: Robert Martin  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 20

## COMPUTER TALK, INC.

2800 S. Rooney Road  
 Morrison, CO 80465  
 (303) 697-5485  
**Major Markets:** Computer  
**Manufacturing:** Software House; Systems House (Commercial OEM); Dealer/Distributor  
**Target Industries:** Engineering; Manufacturing  
**Target Applications:** Visual Graphics; Engineering; Design  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 5

## COMPUTER TRANSCIVER SYSTEMS, INC.

E. 66 Midland Ave.  
 P.O. Box 15  
 Paramus, NJ 07652  
 (201) 261-6800  
**Major Markets:** Computer, Terminal, Peripheral  
**Manufacturing:** OEM  
**Target Industries:** Banking; Engineering  
**Target Applications:** Accounting

## Contacts:

Head of Customer Service: Donald Weigel  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 150

## COMPUTONE SYSTEMS, INC.

Business Systems Division  
 1 Perimeter Road  
 Manchester, NH 03103  
 (603) 624-2700  
**Major Markets:** Computer  
**Manufacturing:** OEM (Computer Systems)  
**Target Industries:** Accountants; Insurance; Contractors; Medical  
**Target Applications:** Fuel Oil Accounting; Job Costing; Property Management; Medical  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**

Head of Sales: John Brinley  
 Head of Software: Tim Sullivan  
 Head of Customer Service: Joel Weber  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 150

## COMREX INTERNATIONAL

3701 Skypark Dr.  
 Suite 120  
 Torrance, CA 90505  
 (213) 373-0280  
**Major Markets:** Component, Computer, Peripheral, Communications Equipment  
**Manufacturing:** OEM (Peripherals-Terminals)  
**Target Industries:** Business; Home  
**Contacts:**  
 Head of Sales: Robert Pearce  
 Head of Software: Bill Falkenstein  
 Head of Customer Service: Marshall Brown  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 24

## CONTEL CADO COMPUTER SYSTEMS

2055 W. 190th St.  
 P.O. Box 3759  
 Torrance, CA 90510  
 (213) 323-8170  
**Major Markets:** Computer  
**Manufacturing:** OEM (Computer Systems); Systems House (Commercial OEM)  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
 Head of Software: Donald B. Elliot  
 Head of Customer Service: Bob Thorne  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 250

## CONTROL DATA CORP.

Computer Peripherals, Inc.  
 2621 Van Buren Ave.  
 Norristown, PA 19403  
 (215) 666-5000  
**Major Markets:** Peripheral  
**Manufacturing:** OEM  
**Contacts:**

## Head of Sales: Ed Rostron

Head of Software: Stan Corker  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 1,100

## CONTROL DATA CORP.

8100 34th Ave. S.  
 Minneapolis, MN 55440  
 (612) 853-8100  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment  
**Manufacturing:** Data Services (Service Bureau); Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Manufacturing; Electric Utilities; Petrol/Mining; Education  
**Target Applications:** CAD/CAM; Computer-Based Education; Petroleum Exploration; Electrical Engineering  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: Tom Miller  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 57,000

## CONVERGENT TECHNOLOGIES, INC.

2500 Augustine Dr.  
 Santa Clara, CA 95051  
 (408) 727-8830  
**Major Markets:** Computer  
**Manufacturing:** OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: Nate Teichholtz  
 Head of Software: Richard Merse  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 820

## CORE, INC.

542 S.E. 5th Ave.  
 Delray Beach, FL 33444  
 (305) 276-3929  
**Major Markets:** Peripheral  
**Manufacturing:** Software House; Systems House (Commercial OEM); Dealer/Distributor  
**Target Industries:** Manufacturing; Accountants; Agriculture; General Business  
**Target Applications:** Accounting; General Business  
**Contacts:**  
 Head of Sales: Jim Tippins  
 Head of Software: Florine Premitt  
 Head of Engineering: Gerry Smith  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 12

## CORONA DATA SYSTEMS

31324 Via Colinas  
 Westlake Village, CA 91361  
 (213) 706-1505  
**Major Markets:** Computer, Peripheral  
**Manufacturing:** OEM  
**Contacts:**  
 Head of Sales: Dr. Larry Lotito  
 Head of Software: George McMurtry

Head of Customer Service: Dan Carter  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 260

**CORVUS SYSTEMS, INC.**  
 2100 Corvus Dr.  
 San Jose, CA 95124  
 (408) 559-7000

**Major Markets:** Computer Manufacturing, Peripheral Manufacturing  
**Target Industries:** Fortune 1000  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**

Head of Sales: Joseph D. Hughes  
 Head of Engineering: Mark C. Hahn  
 Head of Customer Service: John McMain  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 415

**CRADEN PERIPHERALS CORP.**  
 204 Cooper Center  
 Pennsauken, NJ 08109  
 (609) 488-0700

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Banking  
**Target Applications:** Document Printing  
**Contacts:**  
 Head of Sales: Max Bosetti  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 30

**CR COMPUTER SYSTEMS, INC.**

1337 Thousand Oaks Blvd.  
 Thousand Oaks, CA 91362  
 (805) 497-6722  
**Major Markets:** Computer, Communications Equipment Manufacturing  
**Target Industries:** Retail; Fortune 2000; Fortune 500  
**Target Applications:** Management; Local-Area Networking  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**

Head of Sales: Peter Rasmussen  
 Head of Software: Carsten Wegmann  
 Head of Customer Service: Jerry Lohoff  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 1,500

**CHROMEMCO, INC.**  
 280 Bernardo Ave.  
 Mountain View, CA 94043  
 (415) 964-7400

**Major Markets:** Component, Computer, Peripheral, Communications Equipment Manufacturing  
**Contacts:**  
 Head of Sales: Andrew Procassini  
 Head of Customer Service: Dr. Roger Melen  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 500

**CXI, INC.**

3606 W. Bayshore Road  
 Palo Alto, CA 943034229  
 (415) 424-0700

**System Compatibility:** IBM PC  
**Board Types:** Communications Enhancement; Modern; Multifunctional  
**Contacts:**  
 Head of Marketing: James Ashbrook  
 Head of Sales: Grant Weller  
 Head of Engineering: Charles Morel  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 50

**CYBERCHRON CORP.**  
 Rt. 9  
 Garrison, NY 10524  
 (914) 424-3755

**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Eric Santos  
 Head of Customer Service: Ed Delaney  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 15

**CYBER DATA CORP.**

2611 Garden Road  
 Monterey, CA 93940  
 (408) 373-2601  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals); Software House  
**Target Industries:** Retail  
**Target Applications:** POS  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Lester Abant  
 Head of Engineering: W. Greive  
 Head of Customer Service: H. Ghy  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 25

**CYBERSYSTEMS, INC.**

7540 S. Memorial Pkwy.  
 Huntsville, AL 35802  
 (205) 883-4410  
**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** OEM; Manufacturing  
**Target Applications:** Machine Control; Industrial Monitoring; Factory Auto; Process Control  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Contacts:**  
 Head of Sales: L. Michael Long  
 Head of Customer Service: Alan Graves  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 25

**CYS SYSTEMS, INC.**

6448 Highway 290 E.  
 Suite D106  
 Austin, TX 78723  
 (512) 458-3224

**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM

**Contacts:**  
 Head of Sales: Mark Ellsworth  
 Head of Software: John Osbourne  
 Head of Engineering: Brad Barton  
 Head of Customer Service: Warren Hunt  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 40

**CYNTHIA PERIPHERAL CORP.**

766 San Alejo Ave.  
 Sunnyvale, CA 94086  
 (408) 745-0855  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: George Toor  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 20

**DAISY SYSTEMS HOLLAND**

c/o LaMantis Marketing  
 Communications, Inc.  
 24238 Hawthorne Blvd.  
 P.O. Box 1010  
 Torrance, CA 90505  
 (213) 373-9627  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Thomas F. Sheehan  
**Geographic Coverage:** International

**DAISY SYSTEMS CORP.**

139 Kifer Court  
 Sunnyvale, CA 94086  
 (408) 773-9111  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House; Dealer/Distributor; Maintenance/Other Services  
**Target Industries:** Engineering  
**Target Applications:** CAE  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: Harvey Jones  
 Head of Software: Mick Westhoff  
 Head of Engineering: Ram Banin  
 Head of Customer Service: David Stamm  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 350

**DATACOPY CORP.**

1215 Terra Bella Ave.  
 Mountain View, CA 94043  
 (415) 965-7900  
**Major Markets:** Computer, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Charles Joseph  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 62

**DATA DESIGN LOGIC**

**SYSTEMS, INC.**  
 4800 Patrick Henry Dr.

Santa Clara, CA 95054  
 (408) 988-7722

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Scientific; Engineering; Architecture  
**Target Applications:** CAD  
**Contacts:**  
 Head of Sales: George A. McDonald  
 Head of Engineering/Customer Service: James E. Newland  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 200

**DATA ELECTRONICS, INC.**

10150 Sorrento Valley Road  
 San Diego, CA 92121  
 (619) 452-7840  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales/Software: Ken Cruden  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 400

**DATA GENERAL CORP.**

Desk Top Division  
 4400 Computer Dr.  
 Westboro, MA 01580  
 (617) 366-8911  
**Major Markets:** Component, Computer, Terminal, Peripheral, Office Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Technical Science; QA; Small Business  
**Target Applications:** Accounting; Inventory Control; Payroll; Order Entry  
**Net Sales:** More than \$100 Million (1980)  
**Contacts:**  
 Head of Sales: Peter Mork  
 Head of Software: John Crawford  
 Head of Engineering: Agnes Inregh  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 17,000

**DATA GENERAL CORP.**

Technical Products Div.  
 4400 Computer Dr.  
 Westboro, MA 01580  
 (617) 366-8911  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Medical; Government; Military; Scientific  
**Target Applications:** CAD/CAM; CAE; Electronic Imaging; Process/Numerical Control  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: James R. Neumann  
 Head of Software: Frank M. Kearney  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 1,500

**DATA GENERAL CORP.**

Information Systems Division  
 4400 Computer Dr.  
 Westboro, MA 01580  
 (617) 366-8911

# Vendors

**Major Markets:** Component, Computer, Peripheral, Communications Equipment Manufacturing; Software House; Data Services (Service Bureau); Maintenance/Other Services  
**Target Industries:** Fortune 1000; Fortune 500  
**Target Applications:** Office Automation; Industrial Automation  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: Dave Lyons  
 Head of Software: Jim Hertz  
 Head of Engineering: Al Scura  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 15,000

## DATAMAC PERIPHERAL PRODUCTS

432 Lakeview Dr.  
 Sunnyvale, CA 94086  
 (408) 720-0800  
**Major Markets:** Component, Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** OEM; Dealer/Distributor; Systems Houses  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Sales/Software: Evan Trevino  
 Head of Customer Service: Fletcher Glenn  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 100

## DATAMAX

1965 Pratt Blvd.  
 Elk Grove Village, IL 60007  
 (312) 981-8288  
**Major Markets:** Computer Manufacturing, Terminal, and Peripheral Manufacturing; OEM (Computer Systems); Software House; Maintenance/Other Services  
**Target Industries:** Video Users  
**Target Applications:** Animation; Video Graphics  
**Contacts:**  
 Head of Sales: Stuart Tanaka  
 Head of Software: Justin Crowley  
 Head of Customer Service: Ron Chan  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 10

## DATAMEDIA CORP.

7401 Central Highway  
 Pennsauken, NJ 08109  
 (609) 665-5400  
**Major Markets:** Computer, Terminal Manufacturing; OEM (Peripherals-Terminals); Systems House (Commercial OEM)  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
 Head of Sales/Software: Jake Powell  
 Head of Customer Service: Fred Rando  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 250

## DATAPoint CORP.

9725 Datapoint Dr.  
 San Antonio, TX 78284  
 (512) 699-7000  
**Major Markets:** Computer, Peripheral, Communications Equipment, Office Equipment Manufacturing; Maintenance/Other Services  
**Target Industries:** General Business; Scientific; Government  
**Target Applications:** DDP; WP; OA; Electronic Message  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Software: David Holland  
 Head of Engineering: David Ruberg  
 Head of Customer Service: Victor Poor  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 8,800

## DATA PRINTER CORP.

99 Middlesex St.  
 Malden, MA 02148  
 (617) 321-2400  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM; Distribution  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 400

## DATAPRODUCTS CORP.

6200 Canoga Ave.  
 P.O. Box 746  
 Woodland Hills, CA 91365  
 (213) 887-8000  
**Major Markets:** Terminal, Peripheral Manufacturing  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Sales: John Harker  
 Head of Customer Service: Clifford Jones  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 4,600

## DATAPRODUCTS NEW ENGLAND, INC.

Barnes Park N.  
 Wallingford, CT 06492  
 (203) 265-7151  
**Major Markets:** Terminal, Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** Military; Government  
**Contacts:**  
 Head of Sales: Joe Flaherty  
 Head of Software: Tom Meyers  
 Head of Engineering: Bob Ferrara  
 Head of Customer Service: Howard Caley  
**Geographic Coverage:** International  
**Year Established:** 1951  
**Number of Employees:** 650

## DATARAM CORP.

Princeton Road  
 Cranbury, NJ 08512  
 (609) 799-0071  
**Major Markets:** Component,

Computer, Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** Manufacturing  
**Contacts:**

Head of Sales: Peter Yeatman  
 Head of Customer Service: Bernie Helgel  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 250

## DATASOUTH COMPUTER

P.O. Box 240947  
 Charlotte, NC 28224  
 (704) 523-8500  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Distribution; OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: James Busby  
 Head of Customer Service: James Shero  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 160

## DATA SPECIALTIES, INC.

3455 Commercial Ave.  
 Northbrook, IL 60062  
 (312) 564-1800  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Industrial; ISO  
**Target Applications:** Bar Code; OCR  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: John H. Kindsvater Jr.  
 Head of Customer Service: Gary Clement  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 100

## DATA TECHNOLOGIES INDUSTRIES

701 McCormick St.  
 San Leandro, CA 94577  
 (415) 638-1208  
**Major Markets:** Computer Manufacturing; Software House; Systems House (Commercial OEM); Dealer/Distributor; Distributor  
**Target Industries:** Banking; OEM; Government  
**Target Applications:** Accounting; WP; Forecasting  
**Contacts:**  
 Head of Sales/Software: Jeff O. Clayton  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 30

## DATA TECHNOLOGY CORP.

2775 Northwestern Pkwy.  
 Santa Clara, CA 95051  
 (408) 498-0434  
**Major Markets:** Component, Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** Manufacturing  
**Contacts:**  
 Head of Sales/Software: Mike Kirby  
 Head of Customer Service: Lloyd Eblu

**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 180

## DATA TECHNOLOGY, INC.

4 Gill St.  
 Woburn, MA 01801  
 (617) 935-8820  
**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Maintenance/Other Services  
**Target Industries:** Cartography; Footwear; Photogrammetry  
**Target Applications:** Surveying  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Donald Skerbertan  
 Head of Engineering: Dean Coe  
 Head of Customer Service: George Bruschi  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

## DATA TERMINALS & COMMUNICATIONS

590 Division St.  
 Campbell, CA 95008  
 (408) 378-1112  
**Major Markets:** Terminal Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Mark Bell  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 63

## DATA TOOLS

**INTERNATIONAL, INC.**  
 5470 N.W. Innisbrook Place  
 Portland, OR 97229  
 (503) 645-4604  
**Major Markets:** Communications Equipment Manufacturing  
**Target Industries:** OEM; Distributors  
**Net Sales:** Less than \$100,000 (1983)  
**Contacts:**  
 Head of Sales: Don Dunstan  
 Head of Customer Service: Jeff Gilbert  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 5

## DATAVUE CORP.

225 Technology Park  
 Norcross, GA 30092  
 (404) 449-5951  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: John Adamek  
 Head of Software: John Adner  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 20

## DATAC, INC.

2860 S. Circle Dr.  
 Suite 2114

P.O. Box 16668  
Colorado Springs, CO 80935  
(303) 579-0166

**Major Markets:** Computer  
Manufacturing  
**Target Industries:** Manufacturing;  
Utilities  
**Target Applications:** Inventory  
Control; Data Collection  
**Contacts:**  
Head of Customer Service: Will  
Honea  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 15

## DATRICON

200 Datricon Plaza  
155 B. Ave.  
P.O. Box 488  
Lake Oswego, OR 97034  
(503) 636-7671

**Major Markets:** Computer,  
Peripheral Manufacturing; OEM  
(Computer Systems)  
**Target Industries:** Manufacturing  
**Target Applications:** Process  
Control  
**Contacts:**  
Head of Sales: Pat Riley  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 40

## DAVID COMPUTER, INC.

1881 Kaiser Ave.  
Irvine, CA 92714  
(714) 966-1717  
**Major Markets:** Computer  
Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 7

## DAVIDGE CORP.

1951 Colony St.  
Suite X  
Mountain View, CA 94043  
(415) 964-9497  
**Major Markets:** Computer  
Manufacturing; OEM (Computer  
Systems)  
**Target Industries:** OEM;  
Distributors  
**Net Sales:** \$100,000 - \$500,000  
(1983)  
**Contacts:**  
Head of Sales/Software: Don French  
Head of Customer Service:  
Alexander Frances  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 8

## DAVONG SYSTEMS, INC.

217 Hornbott Court  
Sunnyvale, CA 94086  
(408) 734-4900  
**Major Markets:** Peripheral  
Manufacturing  
**Target Industries:** Retail  
**Contacts:**  
Head of Sales: Chuck Depew  
Head of Software: Valeri Soares  
Head of Engineering: Tim Lundeen  
Head of Customer Service: R. Apt  
**Geographic Coverage:** International  
**Year Established:** 1981

**Number of Employees:** 200

## D.B.S. INTERNATIONAL, INC.

Welsh Road & Park Dr.  
P.O. Box 425  
Montgomeryville, PA 18936  
(215) 628-4810  
**Major Markets:** Computer  
Manufacturing  
**Contacts:**  
Head of Sales: Ralph Mahoney  
Head of Software: Les McCoun  
Head of Engineering/Customer  
Service: Richard Williams  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 25

## DECISION DATA COMPUTER CORP.

100 Witmer Road  
Horsesham, PA 19044  
(800) 523-5357  
**Major Markets:** Peripheral  
Manufacturing; Maintenance/Other  
Services  
**Target Industries:** IBM Replacement  
**Net Sales:** \$50 Million - \$75 Million  
(1982)  
**Contacts:**  
Head of Sales: Michael Brody  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 1,300

## DELTA DATA SYSTEMS CORP.

Federal Systems Group  
1765 Business Center Dr.  
Reston, VA 22090  
(703) 243-7400  
**Major Markets:** Component,  
Computer Manufacturing; Software  
House  
**Target Industries:** Government  
**Geographic Coverage:** International

## DENNISON MANUFACTURING CO.

300 Howard St.  
Framingham, MA 01701  
(617) 879-0511  
**Major Markets:** Peripheral  
Manufacturing; OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Miscellaneous Computer  
Supplies  
**Target Industries:** Industrial;  
Commercial  
**Net Sales:** More than \$100 Million  
(1982)  
**Contacts:**  
Head of Sales: Paul N. Kraus  
Head of Software: Cless Constine  
Head of Customer Service: Henry R.  
Lewis  
**Geographic Coverage:** International  
**Year Established:** 1847  
**Number of Employees:** 1,800

## DIABLO SYSTEMS, INC.

301 Page Road  
P.O. Box 5030  
Fremont, CA 94538  
(415) 498-7000  
**Major Markets:** Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies  
**Contacts:**  
Head of Sales: Paul Shapiro

**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 1,700

## DI/AN CONTROLS, INC.

944 Dorchester Ave.  
Boston, MA 02125  
(617) 288-7700  
**Major Markets:** Computer, Terminal  
Manufacturing; OEM (Computer  
Systems); OEM (Peripherals-  
Terminals)  
**Target Industries:** Transportation;  
Finance; Entertainment; Automotive  
**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Software: C. S. Aspirwall Jr.  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 100

## DICOM INDUSTRIES

473 Macara Ave. No. 705  
Rye, NY 10586  
(408) 732-1060  
**Major Markets:** Peripheral  
Manufacturing; OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Systems House  
(Commercial OEM)  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 20

## DICTAPHONE CORP.

123 Old Post Road  
Rye, NY 10580  
(914) 967-7300  
**Major Markets:** Terminal, Peripheral,  
Office Equipment Manufacturing;  
OEM (Peripherals-Terminals)  
**Target Industries:** Medical;  
Insurance; Banking; Legal  
**Target Applications:** Dictation  
Equipment; Word Processor  
**Net Sales:** More than \$100 Million  
(1982)  
**Contacts:**  
Head of Sales: Vernon C. Jobson Jr.  
Head of Software: John G. Lindroth  
**Geographic Coverage:** International  
**Year Established:** 1920  
**Number of Employees:** 2,500

## DIGICOMP RESEARCH CORP.

Terrace Hill  
Ithaca, NY 14850  
(607) 273-5900  
**Major Markets:** Computer,  
Peripheral Manufacturing  
**Target Industries:** Government;  
Military  
**Net Sales:** \$500,000 - \$1 Million  
(1983)  
**Contacts:**  
Head of Sales/Software: Jeff Cox  
Head of Engineering: Jim Elkins  
Head of Customer Service: Dean  
Eckstrom  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 25

## DIGI-DATA CORP.

8580 Dorsey Run Road  
Jessup, MD 20794

(301) 498-0200  
**Major Markets:** Peripheral  
Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: Allen R. Grams  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 80

## DIGITAL ASSOCIATES CORP.

1039 E. Main St.  
Stamford, CT 06902  
(203) 327-9210  
**Major Markets:** Communications  
Equipment Manufacturing; OEM  
(Peripherals-Terminals); Systems  
House (Commercial OEM);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Remote Line Printer Systems  
**Target Industries:** Systems  
Integration; Banking; Education; End  
Users  
**Target Applications:** Remote Line  
Printers  
**Net Sales:** \$5 Million - \$10 Million  
(1983)  
**Contacts:**  
Head of Sales: Wayne Jostrand  
Head of Software: Robert Ricca  
Head of Engineering: W. Ritchie  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 40

## DIGITAL EQUIPMENT CORP.

146 Main St.  
Maynard, MA 01754  
(617) 897-5111  
**Major Markets:** Component,  
Computer, Terminal, Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing; Software  
House; Retail Store; Mail Order;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
**Net Sales:** More than \$100 Million  
(1983)  
**Contacts:**  
Head of Software: John J. Shields  
Head of Customer Service: John F.  
Smith  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 78,500

## DIGITAL LABORATORIES, INC.

600 Pleasant St.  
Watertown, MA 02172  
(617) 924-1680  
**Major Markets:** Peripheral,  
Communications Equipment  
Manufacturing; Maintenance/Other  
Services  
**Target Applications:**  
Communications  
**Contacts:**  
Head of Sales: W. Kahn  
Head of Software: Marie Ferro  
Head of Engineering: Phil Krawitz  
**Geographic Coverage:** Regional  
**Year Established:** 1971  
**Number of Employees:** 12

## DIGITAL MATRIX

105 Fley St.  
Bloomfield, CT 06002  
(203) 242-3048

# Vendors

**Major Markets:** OEM (Computer Systems); Software House; Systems House (Commercial OEM)  
**Target Industries:** Transportation; Retail; Manufacturing  
**Target Applications:** Cash Forwarding; Process Control; Financial Control; POS  
**Geographic Coverage:** National  
**Year Established:** 1981

**DIGITAL MICROSYSTEMS, INC. (DMS)**  
 1840 Embarcadero  
 Oakland, CA 94606  
 (415) 261-1034

**Major Markets:** Computer Manufacturing  
**Target Industries:** ISO; OEM; Fortune 1000  
**Target Applications:** Office Automation; MRP  
**Contacts:**  
 Head of Software: Jim Massey  
 Head of Customer Service: Joseph Duvivier  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 200

**DIGITAL PATHWAYS, INC.**  
 1060 E. Meadows Circle  
 Palo Alto, CA 94303  
 (415) 493-5544

**Major Markets:** Computer Manufacturing; Peripheral Manufacturing; OEM (Computer Systems)  
**Target Applications:** Time Clocking; Computer Monitoring; Communication Security  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Bob Lewin  
 Head of Customer Service: Dan Samuel  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 50

**DIGITAN SYSTEMS, INC.**  
 5007 16th Ave.  
 Brooklyn, NY 11204  
 (212) 436-3777

**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House; Systems House (Commercial OEM)  
**Target Industries:** Manufacturing; Standard Business Equipment; Professional Market; Retail Management  
**Target Applications:** Invoicing; Payroll; Computer-Aided Design and Computer-Aided Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Sales: Abraham Pfifer  
 Head of Software: Abraham Pfifer  
 Head of Engineering: Lazar Pollock  
 Head of Customer Service: Milton Spinner  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 30

## DIGITEC

918 Woodley Road  
 Dayton, OH 45403  
 (513) 254-6251  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Industrial  
**Target Applications:** Control; Monitoring  
**Contacts:**  
 Head of Sales: Chris Fraga  
 Head of Software: Peter Neulist  
 Head of Customer Service: Al Abnett  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 100

## DIRECT, INC.

4201 Burton Dr.  
 Santa Clara, CA 95054  
 (408) 980-1414  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** OEM; Fortune 100  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
 Head of Sales: Homer Jamison  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

## DISC TECH. ONE

849 Ward Dr.  
 Santa Barbara, CA 93111  
 (805) 964-3535  
**Major Markets:** Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 35

## DISTRON, INC.

1701 McCarthy Blvd.  
 Milpitas, CA 95035  
 (408) 946-6692  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Small Business  
**Target Applications:** Small Business; WP  
**Contacts:**  
 Head of Sales: Scott Hepworth  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 150

## DISPLAY DATA CORP.

Executive Plaza IV  
 Hunt Valley, MD 21031  
 (800) 638-1100  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Maintenance/Other Services  
**Target Industries:** Auto; Trucking; Agriculture; Soft Drinks  
**Target Applications:** Accounting; Inventory; Route Distribution; Vending Machine Control  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Customer Service: David Sykes  
**Geographic Coverage:** National  
**Year Established:** 1973

**Number of Employees:** 500

## DMA SYSTEMS CORP.

601 Pine Ave.  
 Goleta, CA 93117  
 (805) 683-3811  
**Major Markets:** Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 193

## D&N MICRO PRODUCTS, INC.

3702 N. Wells St.  
 Fort Wayne, IN 46808  
 (219) 485-8414  
**Major Markets:** Component, Computer Manufacturing; Software House; Retail Store; Distributor; Mail Order; Dealer; Maintenance/Other Services  
**Target Industries:** Manufacturing; Professional  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## DOCUTEL OLIVETTI CORP.

Office Products  
 P.O. Box 222306  
 Dallas, TX 75222  
 (214) 258-5470  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment Manufacturing; Dealer/Distributor; Distributor; Maintenance/Other Services  
**Target Industries:** Professionals; General Business  
**Target Applications:** OA; General Accounting  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 50

## DP BUSINESS SYSTEMS, INC.

111 El Monte Way  
 Concord, CA 94519  
 (415) 680-0215  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Photographic  
**Target Applications:** Production Control; Production Management; Accounting  
**Contacts:**  
 Head of Sales: William Reinhart  
 Head of Customer Service: Simon Shapiro  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 5

## DP - TEK, INC.

245 N. Hydraulic  
 Wichita, KS 67214  
 (316) 269-3068  
**Major Markets:** OEM (Peripherals-Terminals)  
**Target Industries:** Datapoint  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Sales: Allen Frazier  
 Head of Customer Service: Wayne Bradburn

**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 5

## DRAGON INDUSTRIES, INC.

11 Grove St.  
 Hopkington, MA 01748  
 (617) 435-6841  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Fortune 1500  
**Contacts:**  
 Head of Sales/Software: Michael Berman  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 7

## DRIVES, INC.

P.O. Box 24829  
 Dallas, TX 75224  
 (214) 985-1055  
**Major Markets:** Component Manufacturing; OEM (Peripherals-Terminals)  
**Contacts:**  
 Head of Sales: Bob Coble  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 12

## DRIVETEC, INC.

2140 Bering Dr.  
 Berkeley, CA 94702  
 (408) 942-1515  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Small Business Systems  
**Contacts:**  
 Head of Sales/Software: Robert Martell  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

## DUAL SYSTEMS CORP.

2530 San Pablo  
 Berkeley, CA 94702  
 (415) 549-3890  
**Major Markets:** Computer, Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** College Science; OEM; R&D; Dealer/Distributors  
**Target Applications:** Product Development  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Software: David de Lappe  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 50

## DURANGO SYSTEMS, INC.

3003 N. First St.  
 San Jose, CA 95134  
 (408) 946-5000  
**Major Markets:** Computer, Peripheral Manufacturing; Software House  
**Target Industries:** Insurance; Dental; General Business  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Software: Barry Dearborn

Head of Engineering: Angela Lux  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 175

## DYLOM CORP.

9561 Ridgeway Court  
 San Diego, CA 92123  
 (619) 292-5584  
**Major Markets:** Component Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Maintenance/Other Services

**Target Industries:** Engineering; Commercial; Government  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 25

## DYNARITE

521 Cottonwood Dr.  
 Milpitas, CA 95035  
 (408) 263-1221  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Net Sales:** \$5 Million - \$25 Million (1981)

**Contacts:**  
 Head of Sales: Bill Parker  
 Head of Engineering: Jeff Keenan  
 Head of Customer Service: Ed Fauve  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 100

## DYNAX

5698 Bandini Blvd.  
 Bell, CA 90201  
 (213) 260-7121  
**Major Markets:** Distributor  
**Target Industries:** Computer Distributors  
**Contacts:**  
 Head of Customer Service: Ken Bussey  
**Year Established:** 1983  
**Number of Employees:** 40

## EAGLE COMPUTER, INC.

983 University Ave.  
 Los Gatos, CA 95030  
 (408) 399-4200  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Net Sales:** \$5 Million - \$10 Million (1981)  
**Contacts:**  
 Head of Sales/Software: John Brown  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 250

## EATON PRINTER PRODUCTS

Technical Research Park  
 Riverton, WY 82501  
 (307) 856-4821  
**Major Markets:** OEM (Peripherals-Terminals)  
**Target Industries:** Communications; Banking  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**

Head of Sales: Roger Rayburn  
 Head of Customer Service: Jerry Spiering  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 150

## EDUCATIONAL MICROCOMPUTER SYSTEMS

1 Clear String  
 Irvine, CA 92715  
 (714) 553-0133  
**Major Markets:** Computer Manufacturing  
**Target Applications:** R&D  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 16

## E&H ELECTRONICS

2699 E. 28th St.  
 Suite 416  
 Signal Hill, CA 90806  
 (213) 426-3327  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Electronics; Power; Telecommunications  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Dr. Claude Lindquist  
 Head of Customer Service: Howard Carberg  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 5

## EICON RESEARCH, INC.

520 5th Ave.  
 Penthouse Suite  
 New York, NY 10036  
 (212) 719-9390  
**Major Markets:** Peripheral Manufacturing; Distributor  
**Contacts:**  
 Head of Sales: John E. Hartley  
 Head of Software: Brian Cohen  
 Head of Engineering: Elizabeth Hutchinson  
 Head of Customer Service: Anthony Hooley  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 50

## ELECTRO DESIGN, INC.

690 Rancheros Dr.  
 San Marcos, CA 92069  
 (619) 471-0680  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Mass Marketing  
**Contacts:**  
 Head of Sales: Bob Baudette  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 50

## ELECTRO-DESIGN, INC.

690 Rancheros Dr.  
 San Marcos, CA 92069  
 (619) 471-0680  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)

**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Sales: Bob Beaudette  
 Head of Customer Service: John Foster  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 10

## ELECTRONIC CONTROL TECHNOLOGY, INC.

10 Cottage St.  
 Berkeley Heights, NJ 07922  
 (201) 686-8080  
**Major Markets:** Computer Manufacturing; Maintenance/Other Services  
**Target Industries:** OEM  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Contacts:**  
 Head of Sales: Vincent Dupre  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 10

## ELECTRONIC PROCESSORS, INC.

1265 W. Dartmouth Ave.  
 Englewood, CO 80110  
 (303) 761-8540  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$5 Million - \$10 Million (1982)  
**Contacts:**  
 Head of Sales: Robert Derschchang  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 80

## E & L INSTRUMENTS

70 Fulton Terrace  
 New Haven, CT 06509  
 (203) 468-1151  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** Education  
**Target Applications:** Training  
**Contacts:**  
 Head of Sales: Frank W. Gregorio  
 Head of Software: Richard Vulliez  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 50

## ELITE COMPUTER SYSTEMS CORP.

4129 May St.  
 Wichita, KS 67209  
 (316) 942-8619  
**Major Markets:** Computer Manufacturing; Peripheral Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** High-Technology  
**Target Applications:** Robotics; CAD/CAM; Artificial Intelligence; Process Control  
**Net Sales:** Less than \$100,000 (1983)  
**Contacts:**  
 Head of Sales: Daniel Franco  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 15

## ELOGRAPHICS, INC.

105 Randolph Road  
 Oak Ridge, TN 37830  
 (615) 482-4038  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing; Military; Retail  
**Target Applications:** Video Catalogs; Public Information Systems; Processing Control  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Robert Highfill  
 Head of Engineering: John E. Talmage  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 75

## ENHANCEMENT TECHNOLOGY, INC.

20100 E. 32nd Ave. Pkwy.  
 Suite 148  
 Aurora, CO 80011  
 (303) 360-9927  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Sales Organizations  
**Target Applications:** Service; Representatives; Distributors  
**Contacts:**  
 Head of Software/Engineering: Jerry Jellison  
**Head of Customer Service:** Karen Merril  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 4

## ENTER COMPUTER, INC.

6867 Nancy Ridge Dr.  
 Suite D  
 San Diego, CA 92121  
 (619) 450-0601  
**Major Markets:** Computer, Peripheral Manufacturing; Software House; Systems House (Commercial OEM)  
**Contacts:**  
 Head of Sales: Diane Dellis  
 Head of Software: Robert Curtis  
 Head of Customer Service: Richard Murray  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 55

## ENVISION

631 River Oaks Pkwy.  
 San Jose, CA 95134  
 (408) 946-9755  
**Major Markets:** Terminal, Peripheral Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Graphics  
**Contacts:**  
 Head of Sales: William Elmore  
 Head of Software: Jeff Lenches  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 85

## EPSCO, INC.

411 Providence Hwy.  
 Westwood, MA 02090

# Vendors

(617) 329-1500

**Major Markets:** Component, Peripheral Manufacturing; OEM (Computer Systems)

**Target Industries:** Marine Electronics

**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 200

## EPSON AMERICA, INC.

2780 Lomita Blvd.  
Torrance, CA 90505  
(213) 539-9140

**Major Markets:** Component, Computer, Peripheral Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals)

**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
Head of Sales: Jack Wejoen  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 420

## ESSEX ENGINEERING CO.

Essex Industrial Park  
Essex, CT 06426  
(203) 767-8221

**Major Markets:** Computer, Terminal Manufacturing

**Target Industries:** Government; Retail; Food Processing; Industrial  
**Target Applications:** Data Acquisition; Custom  
**Net Sales:** \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Sales: Bruce Joslyn  
Head of Customer Service: Oliver Chalker  
**Geographic Coverage:** National  
**Year Established:** 1962  
**Number of Employees:** 95

## ESTIMATION, INC.

805-L Barkwood Court  
P.O. Box 488  
Linthicum Heights, MD 21090  
(301) 636-5680

**Major Markets:** Component Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM); Dealer  
**Target Industries:** Construction; Contractors  
**Net Sales:** \$10 Million - \$15 Million (1983)

**Contacts:**  
Head of Sales: Pat Alban  
Head of Software: Dianne Schroeder  
Head of Engineering: Gary Kissinger  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 65

## ET COMPUTER SYSTEMS, INC.

8161 Broadway  
Lemon Grove, CA 92045  
(619) 466-1671

**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Geographic Coverage:** National  
**Year Established:** 1983

**Number of Employees:** 10

## EXECUTIVE PRESENTATION SYSTEMS CORP.

5854-A Peachtree Corners E.  
Norcross, GA 30092  
(404) 447-9401

**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Maintenance/Other Services  
**Target Applications:** Business Graphics

**Contacts:**  
Head of Sales: Jack M. Solomon  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 23

## EXTEL CORP.

4000 Commercial Ave.  
Northbrook, IL 60062  
(312) 291-2500

**Major Markets:** Terminal Manufacturing  
**Net Sales:** \$25 Million - \$100 Million (1981)

**Contacts:**  
Head of Sales: Ashok Rao  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 500

## EXXON ENTERPRISES

Exxon Office Systems Co.  
777 Long Ridge Road  
Stamford, CT 06902

(203) 329-5000  
**Major Markets:** Peripheral, Office Equipment Manufacturing  
**Target Applications:** OA  
**Contacts:**  
Head of Sales: Douglas V. Brunson  
Head of Software: Bruce Smith  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 3,000

## FACIT, INC.

235 Main Dunstable Road  
Nashua, NH 03061  
(603) 883-4157

**Major Markets:** Computer, Terminal, Peripheral, Office Equipment Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1938  
**Number of Employees:** 200

## FALCON TECHNOLOGY

6644 S. 196th St.  
Suite T-101  
Kent, WA 98032

(800) 722-2510  
**Major Markets:** Component, Peripheral Manufacturing

**Contacts:**  
Head of Sales: Katherine James  
Head of Software: Ann Ford  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 12

## FINANCIAL BUSINESS COMPUTERS, INC.

2550 S. State  
Salt Lake City, UT 84115  
(801) 485-7301

**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House; Distributor

**Target Industries:** Education; Municipal; Dental; Medical  
**Net Sales:** \$500,000 - \$1 Million (1983)

**Contacts:**  
Head of Sales: Richard Schroeder  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 13

## FIRST COMPUTER CORP.

645 Blackhawk Dr.  
Westmont, IL 60559  
(312) 920-1050

**Major Markets:** Computer Manufacturing; Manufacturing Representatives; Distributors; Dealers  
**Target Industries:** Government; Education

**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
Head of Sales: Allan P. Parker  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 30

## FLORIDA COMPUTER GRAPHICS

1000 Sand Pond Road  
Lakeland, FL 32746  
(305) 321-3000

**Major Markets:** Computer, Peripheral Manufacturing; Special Systems Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Graphics  
**Contacts:**  
Head of Sales: Jess Barber Sr.  
Head of Engineering: George Hanson  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 100

## FLORIDA DATA CORP.

600 D. John Rhodes Blvd.  
Melbourne, FL 32935  
(305) 259-4700

**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales: B. Winkelspecht  
Head of Software: Peter Larson  
Head of Customer Service: Al Vogl  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 75

## FORMAT CORP.

2630 Townsgate Road  
Westlake Village, CA 91361  
(213) 991-9776

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** PC Owners; Small Business  
**Geographic Coverage:** International  
**Year Established:** 1983

## FORTE DATA SYSTEMS

2205 Fortune Dr.  
San Jose, CA 95131  
(408) 945-9111  
**Major Market:** Expansion Boards

## Contacts:

Head of Marketing: Brent Barkley  
**Year Established:** 1982  
**Number of Employees:** 30

## FORTUNE SYSTEMS

101 Twin Dolphin Dr.  
Redwood City, CA 94065  
(415) 595-9444

**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Large Industry

**Contacts:**  
Head of Sales: Robert Ruebel  
Head of Engineering: Homer Dunn  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 650

## FORWARD TECHNOLOGY

227 Devon Court  
San Jose, CA 95112  
(408) 971-6700

**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM; Engineering  
**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Sales/Software: Zion Bar-el  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 30

## FOUR-PHASE SYSTEMS, INC.

10700 N. DeAnza Blvd.  
Cupertino, CA 95014  
(408) 255-0900

**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Manufacturing; Medical; Government; Business  
**Net Sales:** More than \$100 Million (1983)

**Contacts:**  
Head of Sales: Tony Yates  
Head of Engineering: Edward Vance  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 3,500

## FOURTH DIMENSION SYSTEMS

1101 S. Grand Ave.  
Suites A & B  
Santa Ana, CA 92705

(714) 835-6202  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Retail; Distribution  
**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Software: Connie Burlin  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 30

## FRANCHISE MAILING SYSTEMS

3420 W. Capitol Dr.  
P.O. Box 16559

Milwaukee, WI 53216  
(414) 444-9980

**Major Markets:** OEM (Computer Systems); Data Services (Service Bureau); Manufacturing Representatives; Distributor; Dealer; Broker; Direct Mail Service  
**Target Industries:** Printing  
**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Sales/Engineering: Mark Resh  
Head of Software: Bill Browne  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 85

## FRANKLIN COMPUTER CORP.

1070 Busch Memorial Highway  
Pennsauken, NJ 08110  
(609) 488-0600

**Major Markets:** Component, Computer, Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 650

## FUJITSU AMERICA, INC.

2075 Oakmead Village Dr.  
Santa Clara, CA 95051  
(408) 727-4300

**Major Markets:** Peripheral, Communications Equipment, Office Equipment Manufacturing; Dealer/Distributor  
**Target Industries:** Aerospace; Petrochemicals; Automotive; Medical  
**Target Applications:** Process Control; Flight Dynamics; Hydraulics; Drug Response  
**Net Sales:** More than \$100 Million (1981)

**Contacts:**  
Head of Sales: Norm Peterson  
Head of Software: Susan Costa  
Head of Engineering: Fred Bihler  
Head of Customer Service: Ken Katashiba  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 300

## FUJITSU

**MICROELECTRONICS, INC.**  
Fujitsu Professional Microsystems  
3320 Scott Blvd.  
Santa Clara, CA 95051  
(408) 980-0755  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Contacts:**  
Head of Sales: Toni Perez  
Head of Software: Michael Newman  
**Year Established:** 1982  
**Number of Employees:** 96

## GAVALAN COMPUTER CORP.

240 Hacienda St.  
Campbell, CA 95008  
(408) 379-8000  
**Major Markets:** Computer Manufacturing; Dealer/Distributor  
**Target Industries:** Insurance; Sales; Field Auditors  
**Contacts:**

Head of Sales: John Duffy  
Head of Software: Wayne Sennett  
Head of Customer Service: John Zepecki  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 90

## GENERAL AUTOMATION

1045 Southeast St.  
P.O. Box 4883  
Anaheim, CA 92803  
(714) 778-4800

**Major Markets:** Component, Computer, Communications Equipment, Office Equipment Manufacturing; Maintenance/Other Services  
**Target Industries:** OEM; Systems Houses; Banking; Commercial  
**Target Applications:** Industrial Auto  
**Net Sales:** \$50 Million - \$75 Million (1983)

**Contacts:**  
Head of Sales: Donald Heit  
Head of Engineering/Customer Service: Bob Bohn  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 900

## GENERAL BUSINESS

### TECHNOLOGY, INC.

83 Gerber Road W.  
S. Windsor, CT 06074  
(203) 644-1551

**Major Markets:** Terminal, Peripheral Manufacturing; OEM (Peripherals-Terminals); Maintenance/Other Services  
**Target Applications:** WP; Terminal Printing; High-Speed Printing  
**Net Sales:** \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Sales: William A. Wells  
Head of Customer Service: Robert L. Grenda  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 30

## GENERAL ROBOTICS CORP.

57 N. Main St.  
Hartford, WI 53027  
(414) 673-6800

**Major Markets:** Component, Computer Manufacturing  
**Target Industries:** OEM; System House  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Software: Lou Bruner  
Head of Customer Service: Donald Wozel  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 50

## GENICOM CORP.

1 General Electric Dr.  
Waynesboro, VA 22980  
(703) 949-1170

**Major Markets:** Terminal, Peripheral Manufacturing  
**Target Industries:** OEM; Minicomputer Manufacturing; Time-Sharing; Micro Processors

**Target Applications:** CAD/CAM; Barcode; OCR  
**Net Sales:** \$20 Million - \$30 Million (1982)

**Contacts:**  
Head of Sales: J. A. Moran  
Head of Software: W. J. Vance  
Head of Customer Service: C. Ford  
**Geographic Coverage:** North America, West Europe  
**Year Established:** 1969  
**Number of Employees:** 1,500

## GENIE COMPUTER CORP.

31117 Via Colinas  
Suite 402  
Westlake Village, CA 91362  
(213) 991-6210

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Dealers  
**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**  
Head of Sales: Marvin Raizer  
Head of Software: Kathy Heuschkel  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 13

## GERBER SCIENTIFIC

### INSTRUMENT CO.

83 Gerber Road W.  
S. Windsor, CT 06074  
(203) 644-1551

**Major Markets:** Terminal, Peripheral Manufacturing; OEM (Computer Systems); Maintenance/Other Services  
**Target Industries:** Engineering; Manufacturing; Printing

**Target Applications:** CAD  
**Net Sales:** More than \$100 Million (1982)

**Contacts:**  
Head of Sales: David Ryan  
Head of Customer Service: Robert Pavonne  
**Geographic Coverage:** International  
**Year Established:** 1948  
**Number of Employees:** 650

## GIMIX, INC.

1337 W. 37th Place  
Chicago, IL 60609  
(312) 927-5510

**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Dealers; System House; Industrial Research  
**Contacts:**  
Head of Sales: Richard Don  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 15

## GMR, INC.

1048 E. Burgrove St.  
Carson, CA 90746  
(213) 639-4663

**Major Markets:** Computer Manufacturing  
**Target Industries:** Engineering; Scientific; Education; Professional; CAD/CAM  
**Target Applications:** CAD/CAM  
**Net Sales:** \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Sales: Harvey Mushman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 100

## GOLDEN WEST COMPUTERS

60 N. 300 W.  
Provo, UT 84601  
(801) 377-2177

**Major Markets:** Component, Computer Manufacturing; Software House  
**Target Industries:** Cross Industry; Vertical Market  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
Head of Sales: Richard Phillips  
Head of Software: Keith Averett  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 17

## GOULD, INC.

Computer Systems Division  
6901 W. Sunrise Blvd.  
Fort Lauderdale, FL 33313  
(305) 587-2900

**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House; Maintenance/Other Services  
**Target Industries:** Aerospace; Military; Nuclear; Fossil Fuel  
**Target Applications:** Flight Simulation; Energy Monitoring and Control; Laboratory Computation; Factory Automation  
**Net Sales:** More than \$100 Million (1983)

**Contacts:**  
Head of Sales: V.S. Casler  
Head of Software: George Tekera  
Head of Engineering: R. Bergman  
Head of Customer Service: Rick Backer  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 2,500

## GOULD, INC.

Recording Systems  
3631 Perkins Ave.  
Cleveland, OH 44114  
(216) 361-3315

**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** R&D; Test & Measurement  
**Target Applications:** Graphics; Printout  
**Contacts:**  
Head of Sales: George Trudeau  
Head of Customer Service: John Muzzey  
**Geographic Coverage:** International  
**Year Established:** 1928  
**Number of Employees:** 700

## GREAT LAKE COMPUTER

**PERIPHERALS, INC.**  
2200 W. Higgins Road  
Suite 245  
Hoffman Estates, IL 60195  
(312) 884-7272  
**Major Markets:** Peripheral Manufacturing

# Vendors

## Contacts:

Head of Sales: Michael Krug  
Year Established: 1985  
Number of Employees: 60

## ORECO SYSTEMS

372 Coggan Way  
El Cajon, CA 92020  
(619) 442-0205

**Major Markets:** Component, Peripheral Manufacturing; Maintenance/Other Services  
**Target Applications:** Numerical Control; Process Control; Data Collection; Robotics  
**Net Sales:** \$1 Million - \$5 Million (1983)

## Contacts:

Head of Sales: Michael Bradbury  
Head of Software: Larry Haynes  
Head of Customer Service: Thomas Rodstrom

**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 11

## GRID SYSTEMS CORP.

2535 Garcia Ave.  
Mountain View, CA 94043  
(415) 951-4800

**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Government; Finance; Fortune 500  
**Target Applications:** Government; Oil Companies; Financial

## Contacts:

Head of Sales: Bruce Walters  
Head of Software: Harvey Hartman  
Head of Engineering: Larry Kelly  
Head of Customer Service: Paul Hammel

**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 300

## STCO CORP.

1055 First St.  
Rockville, MD 20850  
(301) 279-9550

**Major Markets:** Peripheral Manufacturing

**Target Industries:** OEM

**Target Applications:** Graphics

## Contacts:

Head of Sales: George Helser  
Head of Software: Eric Rodenburg  
**Geographic Coverage:** International  
**Year Established:** 1975

## GULTON INDUSTRIES, INC.

Graphics Instruments  
Gulton Industrial Park  
E. Greenwich, RI 02818  
(401) 884-6800

**Major Markets:** Component, Terminal, Peripheral Manufacturing  
**Target Industries:** Medical; Labs; Scientific  
**Net Sales:** \$20 Million - \$30 Million (1984)

## Contacts:

Head of Sales/Software: Tony Trucillo  
Head of Customer Service: Leo Valenti  
Head of Customer Service: Sandra Allibum  
**Geographic Coverage:** International

## Year Established: 1960

**Number of Employees:** 450

## HARDY COMPUTER CORP.

11430 Denton Dr.  
Dallas, TX 75229  
(214) 620-8340

**Major Markets:** Computer Manufacturing  
**Net Sales:** \$5 Million - \$10 Million (1983)

## Contacts:

Head of Customer Service: H. S. Hardy III  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 12

## HARTNIX, INC.

1201 N. Stadium Dr.  
Tempe, AZ 85281  
(602) 966-7215

**Major Markets:** Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals)

**Target Applications:** Language; Auto Test; Forth Language  
**Net Sales:** \$500,000 - \$1 Million (1983)

## Contacts:

Head of Customer Service: J. Hart  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 6

## HEATH CO.

Benton Harbor, MI 49022  
(616) 982-3200

**Major Markets:** Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems); Software House; Dealer/Distributor  
**Target Industries:** Small Business; Education; PC  
**Net Sales:** \$50 Million - \$75 Million (1983)

## Contacts:

Head of Sales: David Altweis  
**Geographic Coverage:** International  
**Year Established:** 1930  
**Number of Employees:** 2,000

## HERCULES COMPUTER TECHNOLOGY

2550 Ninth St.  
Suite 210  
Berkeley, CA 94710  
(415) 540-6000

**System Compatibility:** IBM PC

**Board Types:** Graphics Enhancement; Multifunctional; Port Expansion

## Contacts:

Head of Marketing: Mary Garrison  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 50

## HETRA COMPUTER & COMMUNICATIONS IND., INC.

1151 S. Eddie-Allen Road  
P.O. Box 970  
Melbourne, FL 32901  
(305) 723-7731

**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment Manufacturing; OEM (Computer Systems); Systems

## House (Commercial OEM);

Maintenance/Other Services

**Target Industries:** Government;

Military; Business

**Target Applications:** Remote Job Entry

**Net Sales:** \$5 Million - \$25 Million (1983)

## Contacts:

Head of Sales/Software: Keith Milligan

**Geographic Coverage:** International

**Year Established:** 1968

**Number of Employees:** 115

## HEURIKON CORP.

3001 Latham Dr.  
Madison, WI 53713  
(608) 271-8700

**Major Markets:** Component, Computer, Communications Equipment Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)

**Target Industries:** Communications; Manufacturing; OEM

**Target Applications:** Software

**Developers:** Graphics

**Net Sales:** \$1 Million - \$5 Million (1983)

## Contacts:

Head of Sales: Christopher M. Priebe  
Head of Customer Service: Jeffrey Mattox

**Geographic Coverage:** National

**Year Established:** 1972

**Number of Employees:** 55

## HEWLETT-PACKARD CO.

Corporate Headquarters  
3000 Hanover St.  
P.O. Box 10301  
Palo Alto, CA 94304  
(408) 996-9800

**Major Markets:** Component, Computer, Terminal, Peripheral, Office Equipment Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services;

Miscellaneous Computer Supplies

**Target Industries:** EDP;

Manufacturing; QA; CAE

**Target Applications:** QA;

CAD/CAM; Personal Computing;

EDP

**Net Sales:** More than \$100 Million (1983)

## Contacts:

Head of Sales: Al Oliverio  
Head of Software: Jim Arthur  
Head of Engineering: Edward McCracken

**Geographic Coverage:** International

**Year Established:** 1939

**Number of Employees:** 72,000

## HITACHI AMERICA, LTD.

Digital Graphics/Precision Products  
449 Alaska Ave.  
Torrance, CA 90503  
(213) 533-0888

**Major Markets:** Dealer/Distributor;

Distributor

**Target Industries:** OEM

**Net Sales:** \$1 Million - \$5 Million

(1983)

## Contacts:

Head of Sales/Software: Jack MacDonald  
Head of Customer Service: Hank Hamanaka

**Head of Customer Service:** Mike Ahmer

**Geographic Coverage:** International

**Year Established:** 1979

**Number of Employees:** 35

## HI-TECH PERIPHERALS CORP.

15192 Trinton Lane  
Huntington Beach, CA 92649  
(714) 891-0027

**Major Markets:** Peripheral

Manufacturing

**Target Industries:** OEM

**Contacts:**

Head of Sales: Steve Bramback

**Geographic Coverage:** International

**Year Established:** 1982

**Number of Employees:** 70

## HONEYWELL INFORMATION SYSTEMS, INC.

U.S. Marketing and Services Group  
200 Smith St.  
MS 487

Waltham, MA 02154

(617) 895-6000

**Major Markets:** Computer

Manufacturing, Terminal and

Peripheral Manufacturing;

Communications Equipment; Office

Equipment Manufacturing; Software

House; Data Services (Service

Bureau); Dealer/Distributor;

Maintenance/Other Services;

Miscellaneous Computer Supplies

**Target Industries:** Manufacturing;

Distribution; Banking; Healthcare

**Target Applications:** Office System;

Manufacturing System; Computer

Aided Design; Networks

## Contacts:

Head of Sales: Richard R. Douglas

Head of Software: Frank D. Jakubik

**Geographic Coverage:** International

**Year Established:** 1955

**Number of Employees:** 20,000

## HONEYWELL, INC.

Information Systems

Honeywell Plaza

Minneapolis, MN 55408

(612) 870-5200

**Major Markets:** Computer

Manufacturing, Terminal, Peripheral,

Communications Equipment, Office

Equipment Manufacturing; OEM

(Computer Systems); OEM

(Peripherals-Terminals); Software

House; Data Services (Service

Bureau); Dealer/Distributor;

Maintenance/Other Services;

Miscellaneous Computer Supplies;

Special Hardware

**Target Industries:**

Manufacturing/Distribution;

Government; Education; Airline

**Net Sales:** More than \$100 Million

(1983)

## Contacts:

Head of Sales: George S. Drewett

**Geographic Coverage:** International

**Year Established:** 1955

**Number of Employees:** 25,000

## HOUSTON ENGINEERING RESEARCH CORP.

7250 Wynnwood Dr.  
P.O. Box 3246  
Houston, TX 77001  
(713) 869-9371  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Chemical; Paper; Utilities; Hydrocarbon Processing  
**Target Applications:** Scada; Tank Gauging; Auto Production Reporting  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Software: John A. Chapman  
Head of Customer Service: Joseph Dryer  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 50

## HOUSTON INSTRUMENT

8500 Cameron Road  
P.O. Box 15720  
Austin, TX 78753  
(512) 835-0900  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Architecture; Graphics  
**Target Applications:** Charts; Graphs  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
Head of Sales/Software: Michael Teague  
Head of Engineering: Eileen Jones  
**Geographic Coverage:** International  
**Year Established:** 1959

## IBM

Corporate Headquarters  
Old Orchard Road  
Armonk, NY 10504  
(914) 765-1900  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment; Office Equipment Manufacturing; Software House; Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
Head of Customer Service: Thomas M. Liptak  
**Geographic Coverage:** International  
**Year Established:** 1924  
**Number of Employees:** 364,796

## IBM

Information Products  
44 S. Broadway  
White Plains, NY 10601  
(914) 686-1900  
**Major Markets:** Component, Terminal, Peripheral, Office Equipment Manufacturing; Software House; Miscellaneous Computer Supplies  
**Net Sales:** More than \$100 Million (1982)

**Geographic Coverage:** National  
**Number of Employees:** 14,000

## IBM INSTRUMENTS, INC.

Orchard Park  
P.O. Box 332  
Danbury, CT 06801  
(203) 796-2450  
**Major Markets:** Computer, Peripheral Manufacturing

## ICL

Corporate Headquarters  
777 Longridge Road  
P.O. Box 10276  
Stamford, CT 06904  
(203) 968-7200  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail; Manufacturing; Telephone Utilities; Federal and State Governments  
**Target Applications:** Data Collection; Distributed Processing; Retail Application Software  
**Contacts:**  
Head of Sales: Robert D. Smith  
Head of Software: Thomas Giske  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 700

## IDEOGRAPHIX, INC.

528 Mercury Dr.  
Sunnyvale, CA 94086  
(408) 739-1290  
**Major Markets:** Computer, Peripheral, Communications Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Maintenance/Other Services  
**Target Industries:** Chinese DP; Chinese Communication Systems  
**Target Applications:** Chinese Data Entry; Chinese Telex  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Chan Yeh  
Head of Engineering: David Chang  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 100

## I2Z INTERFACE, INC.

21101 Osborne St.  
Cargos Park, CA 91304  
(213) 341-7914  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Dealers  
**Net Sales:** \$1 Million - \$5 Million (1979)  
**Contacts:**  
Head of Sales: Milo Wesley  
Head of Software: Gilbert Gautreaux  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 19

## IMAGE GRAPHICS, INC.

107 Ardmore St.  
Fairfield, CT 06430

(203) 259-1394

**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Mapping; Geophysical; Engineering; Image Recording  
**Target Applications:** Data Recording; Engineering; Graphics  
**Net Sales:** \$1 Million - \$5 Million (1983)

## IMAGIX

Head of Sales: J. P. Whitley  
Head of Software: Troy Pelfrey  
Head of Engineering: J. Turek  
Head of Customer Service: A. A. Ternowski  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 38

## IMAGE RESOURCE, INC.

733 Lakefield  
Westlake Village, CA 91361  
(805) 496-3317  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Audio/Visual; Business Graphics; PC Graphics; Manufacturing  
**Target Applications:** CAD/CAM; Video; Graphic  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Sales: Lee Benedict  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

## IMAGITEX, INC.

77 Northeastern Blvd.  
Nashua, NH 03062  
(603) 889-6600  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Printing; Publishing  
**Contacts:**  
Head of Sales: Larry Hummel  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 65

## IMPRES, INC.

5912 Balcones  
Austin, TX 78731  
(512) 451-6549  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Engineering; Manufacturing; Publishing; Printing  
**Contacts:**  
Head of Sales: Roger Woodsmall  
Head of Software: Bob Dehm  
Head of Engineering: Ray Bareiss  
Head of Customer Service: Charles Thompson  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 30

## IMS INTERNATIONAL

2800 Lockheed Way  
Carson City, NV 89701  
(702) 883-7611  
**Major Markets:** Computer, Peripheral Manufacturing

**Target Applications:** Graphics  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
Head of Sales: Bill Plosnik  
Head of Software: Gary Taggart  
Head of Engineering: Don Lehr  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 170

## INDEPENDENT BUSINESS SYSTEMS, INC.

5915 Graham Court  
Livermore, CA 94550  
(415) 443-3131  
**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Engineering; Scientific; General Business  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
Head of Sales: Dick Glass  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## INDUSTRIAL COMPUTER DESIGNS, INC.

31121 Via Colinas  
Burlingame, CA 91362  
(818) 889-3179  
**Major Markets:** Component, Computer Manufacturing; Maintenance/Other Services  
**Contacts:**  
Head of Sales: David Knight  
**Geographic Coverage:** National

## INFLO, INC.

244 Mill Road  
Yaphank, NY 11980  
(516) 924-9229  
**Major Markets:** Component, Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales/Software: James Edwardson  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 5

## INFOREX, INC.

186 Middlesex Tnpk.  
Burlington, MA 01803  
(617) 272-6470  
**Major Markets:** OEM (Computer Systems); Software House  
**Target Industries:** Manufacturing; Retail; Government  
**Target Applications:** Data Entry; File Management; Transaction Processing  
**Contacts:**  
Head of Software: Gene Parrett  
Head of Customer Service: Russell Heneault  
**Geographic Coverage:** International  
**Year Established:** 1968

## INFORMATION DEVICES CORP.

3205 Coronado Dr.  
Santa Clara, CA 95051  
(408) 727-4347

# Vendors

**Major Markets:** Terminal, Peripheral, Communications Equipment Manufacturing; OEM (Peripherals-Terminals); Systems House (Commercial OEM); Dealer/Distributor; Mail Order; Dealer; Maintenance/Other Services  
**Target Industries:** Engineering; Manufacturing; Electronics; Scientific; Commercial  
**Target Applications:** Structures; CAD/CAM; Graphics; Earth Sciences  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Tom Melby  
 Head of Engineering/Customer Service: Irv Marriott  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 15

**INFORMER COMPUTER TERMINALS, INC.**  
 22936 Mill Creek Road  
 Laguna Hills, CA 92653  
 (714) 855-3112  
**Major Markets:** OEM (Peripherals-Terminals); Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Banking; Medical; Library; Systems Houses  
**Net Sales:** \$5 Million - \$10 Million (1982)  
**Contacts:**  
 Head of Sales: Lars Persson  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 120

**INFO RUNNER**  
 431 N. Oak St.  
 Airport Business Park  
 Inglewood, CA 90302  
 (800) 824-3044  
**Major Markets:** Component, Computer, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Ralph Tremato  
**Geographic Coverage:** National

**INFOSCRIBE, INC.**  
 2720 S. Croddy Way  
 Santa Ana, CA 92704  
 (714) 641-8595  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Computer  
**Contacts:**  
 Head of Sales/Software: Richard A. Barry  
 Head of Customer Service: Dale E. Edwards  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 70

**INFOTEK**  
 1400 N. Baxter St.  
 Anaheim, CA 92806  
 (714) 956-9300  
**Major Markets:** Peripheral Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Hewlett Packard Co.  
**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**  
 Head of Sales/Software: Theo Stevens  
 Head of Engineering: Bruce Toback  
 Head of Customer Service: John Haynie  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 300

**INNOTRONICS CORP.**  
 Brooks Road  
 Lincoln, MA 01773  
 (617) 259-0600  
**Major Markets:** Computer, Peripheral Manufacturing  
**Target Industries:** OEM; Distributors  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Frank Myers  
**Geographic Coverage:** Regional  
**Year Established:** 1977  
**Number of Employees:** 22

**INNOVATIVE ELECTRONICS, INC.**  
 4714 N. W. 165 St.  
 Miami, FL 33014  
 (305) 624-1644  
**Major Markets:** Peripheral, Communications Equipment Manufacturing  
**Target Industries:** Cross Industry  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Shelly Dolan  
 Head of Software: Diane Ruggiero  
 Head of Customer Service: Matt Intihar  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 28

**INSTOR CORP.**  
 199 Jefferson Dr.  
 Menlo Park, CA 94025  
 (415) 326-9830  
**Major Markets:** Peripheral Manufacturing; Systems House (Commercial OEM)  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales: David Agerter  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 10

**INTECOLOR CORP.**  
 225 Technology Park  
 Norcross, GA 30092  
 (404) 449-5961  
**Major Markets:** Computer, Terminal Manufacturing; Maintenance/Other Services  
**Target Industries:** Control; MIS/DP; Measurement/Testing  
**Target Applications:** Graphics; OA  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
 Head of Sales: Joe Romano  
 Head of Software: Bill Neneith  
 Head of Customer Service: Cliff Switzer  
**Geographic Coverage:** International

**Year Established:** 1973  
**Number of Employees:** 680

**INTEGRATED BUSINESS COMPUTERS (IBC)**  
 21621 Nordhoff  
 Chatsworth, CA 91311  
 (213) 882-9007  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Manufacturing; Banking; General Business  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
 Head of Sales: Randy Johnson  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 90

**INTEGRATED SOLUTIONS**  
 2240 Lundy Ave.  
 San Jose, CA 95131  
 (408) 943-1902  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Scientific  
**Contacts:**  
 Head of Sales: Stan Coffee  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 33

**INTEL CORP.**  
 Systems Group  
 2402 W. Beardsley Road  
 Phoenix, AZ 85027  
 (602) 869-3805  
**Major Markets:** Computer, Peripheral Manufacturing; Software House  
**Contacts:**  
 Head of Sales: Bob Kelly  
**Geographic Coverage:** International  
**Year Established:** 1979

**INTELLIMAC, INC.**  
 6001 Montrose Road  
 6th Floor  
 Rockville, MD 20852  
 (301) 984-8000  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Prime Contractors; Government; Military  
**Target Applications:** ADA Development  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Ralph Crafts  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 60

**INTER — CARE**  
 2044 Armacost Ave.  
 Los Angeles, CA 90025  
 (213) 826-4500  
**Major Markets:** Computer Manufacturing; Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor  
**Target Industries:** Medical  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**

Head of Sales: Paul Marchetti  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 30

**INTERCITY**  
 Electric Division  
 P.O. Box 595  
 Springfield, OR 97477  
 (503) 726-7613  
**Major Markets:** Computer Manufacturing  
**Geographic Coverage:** National  
**Year Established:** 1973  
**Number of Employees:** 5

**INTERFACE DATA ELECTRONIK, INC.**  
 1365 Massachusetts Ave.  
 Arlington, MA 02174  
 (617) 646-5580  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals); Dealer/Distributor  
**Contacts:**  
 Head of Sales: Bruce E. Cumber  
 Head of Software: John F. King  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 6

**INTERNATIONAL ANTEX, INC.**  
 Antex Data Systems  
 2630 California St.  
 Mt. View, CA 94040  
 (415) 941-7914  
**Major Markets:** Component, Peripheral Manufacturing; OEM (Peripherals-Terminals); Manufacturing Representative  
**Target Industries:** Personal Computing; Industrial  
**Target Applications:** Design Local Network  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Sales: Vince Chow  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 35

**INTERNATIONAL ENTRY SYSTEMS, INC.**  
 1819 S. Central  
 Kent, WA 98032  
 (206) 852-8970  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing; Software House; Data Services (Service Bureau); Maintenance/Other Services  
**Target Industries:** Service Bureaus  
**Target Applications:** Data Entry; Communications  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 5

**INTERNATIONAL SYSTEM MARKETING, INC.**  
 932 Hungerford Dr.  
 Suite 6  
 Rockville, MD 20850  
 (301) 279-5775  
**Major Markets:** Computer Manufacturing; Dealer;

Maintenance/Other Services  
**Target Industries:** Government  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 18

**INTERTEC**  
 2300 Broad River Road  
 Columbia, SC 29210  
 (803) 798-9100  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Target Applications:** Multiservice Systems  
**Net Sales:** \$20 Million - \$30 Million (1982)  
**Contacts:**  
 Head of Sales: W. Senn  
 Head of Software: Floyd Gainous  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 400

**IOmega Corp.**  
 4646 S. 1500 W.  
 Ogden, UT 84403  
 (801) 399-2171  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Software: Richard F. Carlton  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 225

**IRWIN MAGNETICS SYSTEMS, INC.**  
 2311 Green Road  
 Ann Arbor, MI 48105  
 (313) 996-3300  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Francis Glorie  
 Head of Software: Janice Brown  
 Head of Customer Service: Lance Roman  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 60

**ISI INTERNATIONAL**  
 1275 Hammerwood Ave  
 Sunnyvale, CA 94089  
 (408) 743-4300  
**Major Markets:** Component, Computer Manufacturing  
**Target Industries:** Computer OEM  
**Contacts:**  
 Head of Sales: Lee Gensen  
**Geographic Coverage:** National  
**Year Established:** 1984  
**Number of Employees:** 200

**ITHACA INTERSYSTEMS, INC.**  
 1650 Hanshaw Road  
 Ithaca, NY 14850  
 (607) 273-2500  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** Systems Houses; OEM

**Target Applications:** Graphics; Business; Education; Process Control  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Jan N. Potts  
 Head of Software: Marilyn Neal  
 Head of Customer Service: Jeff Moskow  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 25

**ITHACO, INC.**  
 M.C.I.D.  
 P.O. Box 6437  
 Ithaca, NY 148516437  
 (607) 272-7640  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Manufacturing  
**Target Applications:** Industrial  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Alan Roth  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 65

**ITT COURIER TERMINAL SYSTEMS, INC.**  
 1515 W. 14th St.  
 Tempe, AZ 85281  
 (602) 894-7000  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment, Office Equipment Manufacturing  
**Contacts:**  
 Head of Sales: Paul Smith  
 Head of Software: Robert E. McKeon  
 Head of Customer Service: Vincent Morelli  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 2,500

**JC SYSTEMS**  
 469 Valley Way  
 Milpitas, CA 95035  
 (408) 945-0318  
**Major Markets:** Component, Computer, Communications Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Manufacturing; Engineering; Offices; Education  
**Target Applications:** Data Communications; WP; DBMS  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Young Choi  
 Head of Customer Service: Jai Choi  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

**JDL, INC.**  
 2659 Townsgate Road  
 Suite 130  
 Westlake Village, CA 91361  
 (805) 495-3451  
**Major Markets:** Component, Computer, Peripheral, Office Equipment Manufacturing; OEM

(Computer Systems); Systems House (Commercial OEM); Distributor  
**Target Industries:** Scientific; Engineering  
**Target Applications:** CAD/CAM  
**Contacts:**  
 Head of Sales: Bryan M. Doherty  
 Head of Customer Service: Michael T. Sherick  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 500

**JOHN FLUKE MANUFACTURING CO., INC.**  
 Digital Service Products  
 6920 Seaway Blvd.  
 P.O. Box C-9090, MS250C  
 Everett, WA 98206  
 (206) 356-5293  
**Major Markets:** Miscellaneous Computer Supplies; Manufacturing Special Systems  
**Target Industries:** Manufacturing; Electronic Services  
**Target Applications:** Testing  
**Contacts:**  
 Head of Sales: Al Carlson  
 Head of Software: Jerry LaRouche  
**Geographic Coverage:** International  
**Year Established:** 1949  
**Number of Employees:** 100

**JONOS INTERNATIONAL, INC.**  
 1835 Dawns Way  
 Fullerton, CA 92631  
 (714) 999-9661  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Business  
**Target Applications:** POS; DBMS; Business  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 65

**JUKI INDUSTRIES OF AMERICA, INC.**  
 299 Market St.  
 Saddle Brook, NJ 07682  
 (201) 368-3666  
**Major Markets:** Dealer/Distributor  
**Target Industries:** Small Business; Home User  
**Target Applications:** WP  
**Contacts:**  
 Head of Customer Service: David Langevin  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 12

**KAYPRO CORP.**  
 Nonlinear Systems, Inc.  
 P.O. Box N  
 Delmar, CA 92104  
 (619) 755-1134  
**Major Markets:** Computer, Communications Equipment Manufacturing  
**Contacts:**  
 Head of Sales: David Kay  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 700

**KENNEDY CO.**  
 1600 Shamrock Ave.

Monrovia, CA 91016  
 (213) 357-8831  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM; Suppliers  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
 Head of Sales: Russ Bartholomew  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 1,000

**KIPP & ZONEN**  
 390 Central Ave.  
 Bohemia, NY 11716  
 (516) 589-2885  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Laboratories; Scientific  
**Target Applications:** Graphics  
**Geographic Coverage:** International  
**Number of Employees:** 175

**KONTRON ELECTRONICS**  
 630 Price Ave.  
 Redwood City, CA 94063  
 (415) 361-1012  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: Linda Mackley  
 Head of Software: Jeff Shahan  
 Head of Customer Service: Keith Barnes  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 60

**KURTA CORP.**  
 4610 S. 35th St.  
 Phoenix, AZ 85040  
 276-5533  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Steven Stein  
 Head of Customer Service: James Rodgers  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 60

**LABORATORY TECHNOLOGIES CORP.**  
 328 Broadway  
 Cambridge, MA 02139  
 (617) 497-1010  
**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Scientific; Machine Control; Process Control  
**Contacts:**  
 Head of Sales: Frederick Putnam  
 Head of Software: Gary Simpson  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 9

**LAPINE TECHNOLOGY, INC.**  
 1111 Space Park Dr.  
 Santa Clara, CA 95054  
 (408) 986-8676  
**Major Markets:** Peripheral Manufacturing

# Vendors

## Contacts:

Head of Sales: Morgan Walker  
Geographic Coverage: National  
Year Established: 1983  
Number of Employees: 25

## LEADING EDGE PRODUCTS

21 Highland Circle  
Needham, MA 02194  
(617) 449-4655  
Major Markets: Computer, Terminal  
Manufacturing  
Target Industries: System Houses,  
Computer Retail Stores  
Target Applications: Business  
Contacts:  
Head of Marketing: William Sellers  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 300

## LEAR SIEGLER, INC.

Data Products Div.  
714 N. Brookhurst St.  
Anaheim, CA 92803  
(714) 774-1010  
Major Markets: Peripheral  
Manufacturing; OEM (Peripherals-Terminals)  
Target Industries: OEM; Large End  
Users  
Net Sales: \$15 Million - \$20 Million  
(1983)  
Contacts:  
Head of Sales: George Beardsley  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 500

## LNW COMPUTER

14662 Franklin St.  
Suite G  
Tustin, CA 92680  
(714) 544-5755  
Major Markets: Component,  
Computer Manufacturing; Software  
House; Maintenance/Other Services  
Target Industries: Small Business  
Contacts:  
Head of Sales: Ken Woo  
Head of Software: Jerry Carpenter  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 25

## LOBO SYSTEMS, INC.

358 S. Fairview Ave.  
Goleta, CA 93117  
(805) 683-1576  
Major Markets: Computer,  
Peripheral Manufacturing  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales: Doug Rex  
Head of Customer Service: K. Hobart  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 45

## LOGICAL BUSINESS MACHINES

1294 Hammerwood Ave.  
Sunnyvale, CA 94089  
(408) 744-1290  
Major Markets: Computer  
Manufacturing; Software House  
Net Sales: \$15 Million - \$20 Million  
(1982)

## Contacts:

Head of Sales: Russ Heberg  
Year Established: 1974  
Number of Employees: 60

## L-W INTERNATIONAL

6416 Variel Ave.  
Woodland Hills, CA 91367  
(213) 348-8514  
Major Markets: Peripheral  
Manufacturing; Systems House  
(Commercial OEM)  
Target Industries: Engineering;  
Medical; Sports; Military  
Geographic Coverage: National  
Year Established: 1957  
Number of Employees: 20

## M/A-COM INFORMATION

SYSTEMS DIVISION  
6011 Executive Blvd.  
Suite 300  
Rockville, MD 20852  
(301) 770-1150  
Major Markets: OEM (Peripherals-Terminals); Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Contacts:  
Head of Sales: Joseph Pisula  
Head of Software: Richard Litsinger  
Geographic Coverage: International  
Year Established: 1970  
Number of Employees: 400

## MAD COMPUTER, INC.

3350 Scott Blvd.  
Building 13  
Santa Clara, CA 95057  
(408) 980-0840  
Major Markets: Computer  
Manufacturing  
Target Industries: Banking; Medical;  
Telecommunications; Commercial  
Contacts:  
Head of Software: Paul Schaut  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 20

## MAGATEPE CORP.

1041 Hamilton Road  
P.O. Box 317  
Duarte, CA 910100317  
(213) 357-9921  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Contacts:  
Head of Sales: John Jory  
Head of Software: Clyde Cornwell  
Head of Customer Service: Anthony  
Hersf

Geographic Coverage: National  
Year Established: 1981  
Number of Employees: 80

## MAGIC COMPUTER CO.

333 Route 46 W.  
Fairfield, NJ 07006  
(201) 227-8833  
Major Markets: Computer  
Manufacturing; Peripheral  
Manufacturing; Systems House  
(Commercial OEM); Miscellaneous  
Computer Supplies  
Target Industries: Small Business

## Contacts:

Head of Sales: Jack Ho  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 35

## MAI — BASIC FOUR

14101 Myford Road  
Tustin, CA 92680  
(714) 731-5100  
Major Markets: Computer, Office  
Equipment Manufacturing;  
Distributor; Dealer  
Target Industries: Manufacturing;  
Distribution; Legal; Health Care  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Sales: Steve Ego  
Head of Software: Paul V. Cambell  
Head of Engineering: Fred Degly  
Head of Customer Service: Robert  
Faulkner  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 6,000

## MANHESMANN TALLY

8301 S. 180th  
Kent, WA 98032  
(206) 251-5500  
Major Markets: Component,  
Terminal and Peripheral  
Manufacturing  
Contacts:  
Head of Sales: Horst Mader  
Head of Software: David del  
Valle  
Head of Customer Service: Robert  
Adams  
Geographic Coverage: International  
Year Established: 1948  
Number of Employees: 450

## MARUBEAN INTERNATIONAL ELECTRONICS CORP.

20 Williams St.  
Wellesley, MA 02181  
(617) 237-2115  
Major Markets: Distributor  
Target Industries: OEM  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Sales: Ted Yoshida  
Head of Software: Keith Lehto  
Head of Engineering: Don Nadel  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 45

## MASSCOMP

One Technology Park  
Westford, MA 01886  
(617) 692-6200  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems)  
Target Industries: Engineering;  
Scientific; OEM  
Target Applications: Computation;  
Graphics  
Contacts:  
Head of Sales: Allan L. Wallack  
Head of Customer Service: Lorin  
Gale  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 45

## MAXELL CORP. OF AMERICA

Computer Products  
60 Oxford Dr.  
Moonachie, NJ 07074  
(201) 440-8020  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Diskettes  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 127

## MAXTOR CORP.

150 River Oaks Pkwy.  
San Jose, CA 95134  
(408) 942-1700  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Computer  
Contacts:  
Head of Sales: Robert G. Teal  
Head of Software: Leon Malmud  
Head of Engineering: Steve Kitrosser  
Head of Customer Service: Jack S.  
Swartz  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 250

## MAYNARD ELECTRONICS

430 E. Semoran Blvd.  
Casselberry, FL 32708  
(305) 331-6402  
Major Markets: Component,  
Peripheral Manufacturing  
Target Applications: IBM Market  
Contacts:  
Head of Sales: Robt Hammond  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 85

## MDS QANTEL

4142 Point Eden Way  
Hayward, CA 94545  
(415) 887-7777  
Major Markets: Component,  
Computer, Terminal, Peripheral  
Manufacturing; OEM (Computer  
Systems); OEM (Peripherals-Terminals); Software House;  
Systems House (Commercial OEM);  
Maintenance/Other Services  
Target Industries: Manufacturing;  
Sports; Lodging; Retail  
Contacts:  
Head of Sales: Mike McCorry  
Head of Software: Bob Davis  
Head of Engineering: Troy Lemons  
Head of Customer Service: Lou  
Poumakis  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 800

## MEASUREMENT SYSTEMS & CONTROLS, INC.

Systems Group  
1601 Orangewood Ave.  
Orange, CA 92668  
(714) 633-4460  
Major Markets: Component,  
Computer, Peripheral Manufacturing  
Target Industries: Education;  
Government  
Target Applications: Accounting;  
Inventory; WP  
Contacts:  
Head of Sales: Dave Jenoff

Head of Customer Service: Lowell Dunn  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 45

## MEASUREMENT SYSTEMS AND CONTROL

976 N. Lemon St.  
 Orange, CA 92667  
 (714) 633-4460

**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems); Maintenance/Other Services  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**

Head of Sales: Debra Zazueta  
 Head of Customer Service: Doug Corbin  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## MECHATRON SYSTEMS

3350 Scott Blvd.  
 Santa Clara, CA 95051  
 (408) 727-2714  
**Major Markets:** Peripheral Manufacturing

**Contacts:**  
 Head of Sales: Joseph Greenwood  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 100

## MEGADATA CORP.

35 Orville Dr.  
 Bohemia, NY 11716  
 (516) 589-6800

**Major Markets:** Computer, Communications Equipment, Office Equipment Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**

Head of Sales: Richard Adams  
 Head of Engineering: Bill Ingerillo  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 1,500

## MEGALOGIC CORP.

9659 National Road  
 Brookville, OH 45309  
 (513) 833-5222

**Major Markets:** Peripheral, Communications Equipment Manufacturing

**Contacts:**  
 Head of Sales: Nick Schuster  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 13

## MEGAFAULT

6431 Independence Ave.  
 Woodland Hills, CA 91367  
 (213) 884-7300

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** System houses

**Contacts:**  
 Head of Sales: Mel Feintuch  
 Head of Customer Service: Mike Leachman  
**Geographic Coverage:** International

**Year Established:** 1962  
**Number of Employees:** 100

## MEMODYNE CORP.

220 Reservoir St.  
 Needham Heights, MA 02194  
 (617) 444-7000

**Major Markets:** Peripheral Manufacturing  
**Contacts:**

Head of Software: Normand H. Rieraud  
 Head of Customer Service: David Perlmutter  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 30

## MEMOREX CORP.

Large Storage Equipment  
 San Tomas & Central Expwy.  
 Santa Clara, CA 95052  
 (408) 987-1256

**Major Markets:** Terminal, Peripheral, Communications Equipment Manufacturing; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Fortune 1000  
**Contacts:**

Head of Sales: Dennis Flanagan  
 Head of Software: Sam Spadafora  
 Head of Customer Service: Lou Debariello  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 10,000

## MEMOTECH CORP.

99 Cabot St.  
 Needham, MA 02194  
 (617) 449-6614

**Major Markets:** Computer, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Dick Govatski  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 250

## MEPCOM INTERNATIONAL, INC.

P.O. Box 610719  
 Dallas, TX 75261  
 (214) 660-1900

**Major Markets:** Peripheral Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Manufacturing; OEM; Restaurant

**Target Applications:** Restaurant Management  
**Contacts:**

Head of Sales/Software: Mike Harvey  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 20

## MICROCOMPUTER

### MEMORIES, INC.

7444 Wiljeon Ave  
 Van Nuys, CA 91406  
 (818) 782-2222

**Major Markets:** Peripheral Manufacturing

## Contacts:

Head of Sales/Software: Mel Zeramby  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 60

## MICROCOMPUTER

### TECHNOLOGY, INC.

3304 W. MacArthur Blvd.  
 Santa Ana, CA 92704  
 (714) 979-9923

**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Retail

**Contacts:**  
 Head of Sales: Paul Gans  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 45

## MICRO CONTROL SYSTEMS, INC.

27 Hartford Trpk.  
 Vernon, CT 06066  
 (203) 647-0220

**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Software House; CAD  
**Target Industries:** Manufacturing; Engineering; Education  
**Target Applications:** CAD; Three-Dimensional Graphics  
**Contacts:**  
 Head of Sales: Livingston Davies  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 25

## MICRO CRAFT CORP.

4747 Irving Blvd.  
 Suite 221  
 Dallas, TX 75247  
 (214) 630-2562

**Major Markets:** Computer Manufacturing; Maintenance/Other Services  
**Target Industries:** OEM; End User  
**Contacts:**  
 Head of Sales: Michael Carpenter  
 Head of Software: Jeremy Zitt  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 60

## MICRODATA CORP.

4000 McArthur Blvd.  
 P.O. Box 19501  
 Irvine, CA 92713  
 (714) 250-1000

**Major Markets:** Computer, Terminal, Peripheral Manufacturing; Systems House (Commercial OEM)  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**

Head of Sales: Glen Malpuist  
 Head of Software: Mike Coleman  
 Head of Customer Service: William Schrader  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 3,000

## MICRO DATA SYSTEMS

Route 30 W.  
 Greengate Professional Building

Greensburg, PA 15601  
 (412) 837-7072

**Major Markets:** Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Pharmacy; Accounting; Auto Dealers  
**Contacts:**  
 Head of Sales/Software: Ron Menhorn  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 6

## MICRO-DESIGN

6301-B Marshack Road  
 Austin, TX 78745  
 (512) 441-7890

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Retail  
**Target Applications:** Mass Storage  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Contacts:**

Head of Sales: Fred Mededith  
 Head of Software: Jo Betsy Vaughn  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 15

## MICRO FIVE CORP.

3560 Hyland Ave.  
 Costa Mesa, CA 92626  
 (714) 957-1517

**Major Markets:** Computer Manufacturing; Software House  
**Target Industries:** Healthcare  
**Contacts:**  
 Head of Sales: Mark Lewis  
 Head of Customer Service: Bruce Wenn  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 100

## MICRO MAINFRAME

11285 Sunrise Gold Circle  
 Unit E  
 Rancho Cordova, CA 95670  
 (916) 635-3997

**Major Markets:** Peripheral, Communications Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** OEM; Dealers  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**

Head of Sales/Software: Mark Menz  
 Head of Customer Service: Liary Schnetz  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 14

## MICROMATION, INC.

1620 Montgomery St.  
 San Francisco, CA 94111  
 (415) 398-0289

**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Contacts:**

Head of Sales: Laurance Bath  
 Head of Software: Ed. Boswell  
**Geographic Coverage:** International

## Vendors

**Year Established:** 1977  
**Number of Employees:** 100

### **MICRO OFFICE SYSTEMS TECHNOLOGIES, INC.**

35 Kings Highway E  
Fairfield, CT 06430  
(203) 367-2525

**Major Markets:** Computer, Peripheral Manufacturing  
**Target Industries:** OEM; Fortune 1000

**Contacts:**  
Head of Customer Service: Charles Davis

**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 20

### **MICROPOLIS CORP.**

21123 Nordhoff St.  
Chatsworth, CA 91311  
(213) 709-3300

**Major Markets:** Peripheral Manufacturing

**Contacts:**  
Head of Sales: Chester Baffa  
Head of Customer Service: Dr. Eric Bunstan

**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 600

### **MICRO-SOI**

2188 S. Hathaway St.  
Santa Ana, CA 92705  
(714) 662-2801

**Major Markets:** Peripheral Manufacturing; Software House

**Contacts:**  
Head of Sales: Tim Hanson  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 70

### **MICROSCIENCE INTERNATIONAL CORP.**

575 E. Middlefield Road  
Mountain View, CA 94043  
(415) 961-2212

**Major Markets:** Peripheral Manufacturing

**Target Industries:** OEM  
**Net Sales:** \$20 Million - \$30 Million (1983)

**Contacts:**  
Head of Sales: Ron Schlitzkus  
Head of Software: Nick Horn  
Head of Customer Service: Howard Tong  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 40

### **MICRO SOURCE, INC.**

595 N. Clayton Road  
New Lebanon, OH 45345  
(513) 687-1395

**Major Markets:** Computer Manufacturing; OEM (Computer Systems)

**Target Industries:** Industrial; Military  
**Net Sales:** \$1 Million - \$5 Million (1982)

**Contacts:**  
Head of Sales/Software: Wallace Cuper  
Head of Engineering: Wayne Weirich  
**Geographic Coverage:** International

**Number of Employees:** 25

### **MICRO TECHNOLOGY UNLIMITED**

2806 Hillsborough St.  
P.O. Box 12106  
Raleigh, NC 27607  
(919) 833-1458

**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House  
**Target Applications:** Lab; Industrial

**Contacts:**  
Head of Sales: Chuck McGill  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 15

### **MIDWEST SCIENTIFIC INSTRUMENTS, INC.**

220 W. Cedar St.  
Olathe, KS 66061  
(913) 764-3273

**Major Markets:** Computer, Peripheral Manufacturing; OEM (Computer Systems); Software House; Maintenance/Other Services  
**Net Sales:** \$1 Million - \$5 Million (1981)

**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 10

### **MIKROS SYSTEMS CORP.**

3828 Quakerbridge Road  
Morrisville, NJ 08619  
(609) 890-0440

**Major Markets:** Computer Manufacturing; Maintenance/Other Services

**Target Industries:** OEM; Industrial; Military  
**Net Sales:** Less than \$100,000 (1982)

**Contacts:**  
Head of Sales/Software: Dr. Joseph R. Burns  
Head of Engineering: Henry Silcock  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 15

### **MILTOPE CORP.**

1770 Walt Whitman Road  
Melville, NY 11747  
(516) 420-0200

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Military  
**Net Sales:** \$20 Million - \$30 Million (1983)

**Contacts:**  
Head of Sales: Robert Ceonzo  
Head of Software: Fred Korb  
Head of Customer Service: Brian Birch  
**Geographic Coverage:** International  
**Year Established:** 1975

### **MINDSET CORP.**

617 N. Mary Ave.  
Sunnyvale, CA 94086  
(408) 737-8555

**Major Markets:** Component Manufacturing  
**Contacts:**  
Head of Sales: Peter Janssen  
**Geographic Coverage:** National  
**Year Established:** 1982

**Number of Employees:** 100

### **MINISCRIBE CORP.**

1861 Lefthand Circle  
Longmont, CO 80501  
(303) 651-6000

**Major Markets:** Peripheral Manufacturing

**Contacts:**  
Head of Sales/Software: Lawrence Klarsen  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 2,000

### **MITSUBA CORP.**

667 Brea Canyon Road  
Unit 25  
Walnut, CA 91789  
(714) 594-8959

**Major Markets:** Peripheral Manufacturing

**Contacts:**  
Head of Sales: Tom Shaw  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 15

### **MITSUBISHI ELECTRONICS AMERICA, INC.**

991 Knox St.  
Torrance, CA 90502  
(213) 515-3993

**Major Markets:** Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems); Software House; Dealer/Distributor; Maintenance/Other Services

**Target Industries:** Manufacturing; Contractors  
**Target Applications:** Accounting; Data Entry  
**Net Sales:** More than \$100 Million (1981)

**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 100

### **MOHAWK DATA SCIENCES CORP.**

Seven Century Dr.  
Parsippany, NJ 07054  
(201) 540-9080

**Major Markets:** Computer, Terminal, Peripheral Manufacturing; Software House

**Target Industries:** Insurance; Government; Marketing; Motor Vehicle

**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
Head of Software: William Mann  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 5,600

### **MOLECULAR COMPUTER**

251 River Oak Pkwy.  
San Jose, CA 95134  
(408) 262-2122

**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals)

**Target Industries:** Business  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
Head of Sales: Alan Davis

Head of Software: Lawrence Larder  
Head of Engineering: R. Swanson, S. Panikar

Head of Customer Service: Rockland Awaik  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 225

### **MOMENTUM COMPUTER SYSTEMS INTERNATIONAL**

2730 Junction  
San Jose, CA 95134  
(408) 942-0638

**Major Markets:** Computer Manufacturing  
**Target Industries:** Commercial Graphics  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 50

### **MONOLITHIC SYSTEMS CORP.**

84 Inverness Circle E.  
Englewood, CO 80112  
(303) 790-7400

**Major Markets:** Component, Computer, Peripheral Manufacturing; OEM (Peripherals-Terminals)

**Target Industries:** Industrial; Scientific; Manufacturing  
**Net Sales:** \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Customer Service: Rolfe Linsner  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 100

### **MONROE SYSTEMS FOR BUSINESS**

The American Road  
Morris Plains, NJ 07950  
(201) 993-2000

**Major Markets:** Computer, Office Equipment Manufacturing; Software House; Maintenance/Other Services

**Target Industries:** Banking; Accounting; Medical; Wholesale/Retail  
**Target Applications:** Financial  
**Net Sales:** More than \$100 Million (1984)

**Contacts:**  
Head of Sales: Robert McGrath  
Head of Software: Jerry Birnbaum  
**Geographic Coverage:** International  
**Year Established:** 1912  
**Number of Employees:** 3,300

### **MORROW DESIGNS, INC.**

600 McCormick  
San Leandro, CA 94577  
(415) 430-1970

**Major Markets:** Component, Computer, Peripheral Manufacturing; Software House; Systems House (Commercial OEM)

**Contacts:**  
Head of Sales: Bob Dilworth  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 125

### **MOSTEK CORP.**

1215 W. Crosby Road  
Carrollton, TX 75006  
(214) 466-6000

## Vendors

**Major Markets:** Component, Computer, Peripheral Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Electronic OEM; Military; Industrial  
**Target Applications:** Semiconductors  
**Contacts:**  
 Head of Sales: James Byrne  
 Head of Software: Pete Smyth  
 Head of Customer Service: Ed Caldwell  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 7,000

**MOTOROLA, INC.**  
 Semiconductor Sector  
 5005 E. McDowell Road  
 Phoenix, AZ 85008  
 (602) 244-6900  
**Major Markets:** Component, Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems); Maintenance/Other Services  
**Target Industries:** Government; Industrial; Commercial  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: Charles E. Thompson  
 Head of Software: Brian Hilton  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 20,000

**MOUNTAIN COMPUTER, INC.**  
 300 El Pueblo Road  
 Scotts Valley, CA 95066  
 (408) 438-6650  
**Major Markets:** Peripheral, Communications Equipment Manufacturing; OEM (Peripherals-Terminals); Miscellaneous Computer Supplies; Storage System  
**Target Applications:** Data Entry; Communications; Storage System  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Robert Stroh  
 Head of Engineering: George Proper  
 Head of Customer Service: Eric Swartz  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 135

**MPI**  
 9754 Deering Ave.  
 Chatsworth, CA 91311  
 (213) 709-4202  
**Major Markets:** Peripheral Manufacturing  
**Target Applications:** Word Processing; Small Business Systems; Personal Computers  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Sales/Software: Michael Krunic  
 Head of Customer Service: Jim Scieszinski  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 600

**MULLEN COMPUTER PRODUCTS**  
 2260 American Ave.  
 P.O. Box 6214  
 Hayward, CA 94544  
 (415) 783-2866  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Dealer/Distributor; Distributor; Mail Order; Dealer  
**Target Industries:** Manufacturing; Industrial Process  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales: Richard Jennings  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 6

**MULTI — TECH SYSTEMS, INC.**  
 82 2nd Ave. S.E.  
 New Brighton, MN 55112  
 (612) 631-3550  
**Major Markets:** Computer, Communications Equipment Manufacturing; OEM (Computer Systems)  
**Target Industries:** Distribution; End User; Systems Houses; Dealers  
**Target Applications:** WP; Accounting; MRP; List Management  
**Contacts:**  
 Head of Sales: Thomas Heimerman  
 Head of Customer Service: Greg Johnson  
**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 50

**MUSYS CORP.**  
 1752-B Langley  
 Irvine, CA 92714  
 (714) 662-7387  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House; Systems House (Commercial OEM); Dealer/Distributor; Distributor  
**Target Industries:** OEM; Dealers  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Engineering/Customer Service: William Schultz  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 40

**MYARC, INC.**  
 P.O. Box 140  
 Roskin Ridge, NJ 07920  
 (201) 766-1700  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals); Maintenance/Other Services  
**Target Industries:** Home Computer Market  
**Contacts:**  
 Head of Sales: M. Phillips  
 Head of Software: N. S. Freedman  
 Head of Customer Service: Al H. Phillips  
**Geographic Coverage:** International  
**Year Established:** 1982

**MYCRO-TEK**  
 303 N. W. St.  
 Wichita, KS 67212  
 (316) 945-087  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Maintenance/Other Services  
**Contacts:**  
 Head of Sales/Software: David Walker  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 250

**MYLEE DIGITAL SCIENCES, INC.**  
 155 Weldon Parkway  
 Maryland Heights, MO 63043  
 (314) 567-3420  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Plumbing; Heating; Air Conditioning; Auto Parts  
**Target Applications:** Inventory Management; POS; Accounting  
**Contacts:**  
 Head of Sales: Tom Fisher  
**Geographic Coverage:** National  
**Year Established:** 1967

**Number of Employees:** 90  
**NATIONAL MEMORY SYSTEM CORP.**  
 355 Earhart Way  
 Livermore, CA 94550  
 (415) 443-1669  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** OEM Market; Computer Graphics; Banking; Insurance  
**Target Applications:** Financial; Scientific  
**Contacts:**  
 Head of Sales: Bob Crippen  
 Head of Software: Richard Yasumoto  
 Head of Customer Service: Dave Riter  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 13  
**NCR CORP.**  
 World Headquarters  
 1700 S. Patterson Blvd.  
 Dayton, OH 45479  
 (513) 445-5000  
**Major Markets:** Component, Computer, Terminal, Peripheral,

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**COMPUTERWORLD**  
 BUYER'S GUIDE

# Vendors

Communications Equipment, Office Equipment Manufacturing; Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Maintenance/Other Services  
**Target Industries:** Retail; Financial; Commercial/Industrial; Medical; Education; Government  
**Target Applications:** Transaction Processing  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
**Head of Customer Service:** V. F. Bean  
**Geographic Coverage:** International  
**Year Established:** 1884  
**Number of Employees:** 63,000

**NCR CORP.**  
 OEM Marketing Division  
 Dayton, OH 45479  
**Major Markets:** Dealer/Distributor  
**Year Established:** 1981

**NEC HOME ELECTRONICS, (U.S.A.) INC.**  
 Personal Computer  
 1401 Estes Ave.  
 Elk Grove Village, IL 60007  
 (312) 228-5900  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail; Distribution; Computer  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
**Head of Sales:** Thomas Priestley  
**Head of Software:** Thomas Burckman  
**Head of Engineering:** Marion Black-Ruffin  
**Head of Customer Service:** Aaron Woods  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 80

**NEC INFORMATION SYSTEMS**  
 1414 Massachusetts Ave.  
 Boxboro, MA 01719  
 (617) 862-3120  
**Major Markets:** Computer, Peripheral Manufacturing; Software House  
**Target Industries:** Pharmacy; Accountants; Legal; Resort  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
**Head of Sales:** Bruce Thatcher  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 500

**HEMATRON CORP.**  
 7885 Jackson Road  
 P.O. Box 1108  
 Ann Arbor, MI 48106  
 (313) 426-5445  
**Major Markets:** Component Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM); Maintenance/Other Services  
**Target Industries:** Manufacturing  
**Target Applications:** Industrial

Process Control  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 6

**NESTAR SYSTEMS, INC.**  
 2585 E. Bayshore Road  
 Palo Alto, CA 94303  
 (415) 493-2223  
**Major Markets:** Component, Peripheral, Communications Equipment, Office Equipment Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Banking; Financial; Manufacturing; Distribution; Government; Education  
**Target Applications:** Spreadsheets; DBMS; WP; Electronic Mail; Accounting  
**Contacts:**  
**Head of Sales:** Peter Hertan  
**Head of Software:** William Coleman  
**Head of Customer Service:** Craig Russell  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

**NETCOM PRODUCTS, INC.**  
 430 Toyama  
 Sunnyvale, CA 94089  
 (408) 744-0721  
**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM; Universities  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 35

**NEW WORLD COMPUTER CO., INC.**  
 6624 Owens Dr.  
 Pleasanton, CA 94566  
 (415) 463-0330  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
**Head of Sales:** William Bowman  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 40

**NICOLET COMPUTER GRAPHICS**  
 777 Arnold Dr.  
 P.O. Box 3020  
 Martins, CA 94553  
 (415) 372-7568  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Banking; OEM  
**Target Applications:** CAD/CAM  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
**Head of Sales:** Gary Hasenfus  
**Head of Software:** Linda Schultness  
**Head of Engineering:** Steve Ernst  
**Head of Customer Service:** F. Kagel  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 160

**NISSEI SANGYO AMERICA, LTD.**  
 Nissei Sangyo Co., Ltd.  
 825 Third Ave.  
 New York, NY 10022  
 (212) 755-2900  
**Major Markets:** Peripheral Manufacturing; Manufacturing Representatives  
**Target Industries:** OEMs  
**Contacts:**  
**Head of Software:** J. Kanno  
**Geographic Coverage:** National  
**Year Established:** 1957  
**Number of Employees:** 100

**NIDORF COMPUTER CORP.**  
 300 Third Ave.  
 Waltham, MA 02154  
 (617) 890-3600  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Banking; Government; Insurance; Retail  
**Target Applications:** Information Processing; DDP; Data Entry; OA  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
**Head of Sales:** James Addlesberger  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 1,800

**NMC ELECTRONICS, INC.**  
 15641 Computer Lane  
 Huntington Beach, CA 92649  
 (714) 895-8000  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Government; OEM; Commercial; Industrial  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
**Head of Sales:** Tom Conneen  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 15

**NO HALT COMPUTERS, INC.**  
 1750 New Highway  
 Farmingdale, NY 11735  
 (516) 225-2121  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Financial; Medical; Government; On-line Transaction  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
**Head of Sales/Software:** Brian Keane  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 40

**NORDEN SYSTEMS**  
 Data Systems  
 24 Flagstone Dr.  
 Hudson, NH 03051  
 (603) 881-4785  
**Major Markets:** OEM (Computer Systems); Systems House (Commercial OEM); Maintenance/Other Services

**Target Industries:** Military  
**Target Applications:** Military; Environment  
**Contacts:**  
**Head of Sales:** William W. Kingston  
**Head of Customer Service:** Leo Botwin  
**Geographic Coverage:** International  
**Year Established:** 1928  
**Number of Employees:** 5,000

**NORTH ATLANTIC INDUSTRIES**  
 Qantex  
 60 Plant Ave.  
 Hauppauge, NY 11788  
 (516) 582-6500  
**Major Markets:** Terminal, Peripheral Manufacturing; OEM (Peripherals-Terminals); Distributor; Maintenance/Other Services  
**Target Industries:** Aerospace; Government  
**Target Applications:** Data Logging; Disk Backup  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
**Head of Software:** S. Richard Rausch  
**Head of Engineering:** Mario Difede  
**Head of Customer Service:** Arthure Frielich  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 425

**NORTHERN TELECOM, INC.**  
 Electronic Office Systems  
 Data Park  
 P.O. Box 1222  
 Minneapolis, MN 55440  
 (612) 932-8656  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment, Office Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Manufacturing; Banking; Government; Education  
**Target Applications:** Inquiry/Response; Data Entry; RUE  
**Contacts:**  
**Head of Sales:** Phil McDermott  
**Head of Software:** Jerry Stoddard  
**Geographic Coverage:** International

**NORTHSTAR COMPUTERS, INC.**  
 14440 Catalina St.  
 San Leandro, CA 94577  
 (415) 357-8500  
**Major Markets:** Computer Manufacturing; Software House; Systems House (Commercial OEM)  
**Contacts:**  
**Head of Sales:** Dharam Ahija  
**Head of Software:** Rhine Meyering  
**Head of Engineering:** Dick Williamson  
**Head of Customer Service:** Dr. Mark Greenberg  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 330  
**NOVELL, INC.**  
 1170 N. Industrial Park Dr.  
 Orem, UT 84057  
 (801) 226-8202

**Major Markets:** Communications Equipment Manufacturing  
**Target Industries:** Industry  
**Target Applications:** Airline Reservations  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Sales: Craig Burton  
 Head of Software: Reid Clark  
 Head of Customer Service: David Owen  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 50

**NOVELL, INC.**  
 1170 N. Industrial Park Dr.  
 Orem, UT 84057  
 (801) 226-8202  
**Major Markets:** Component Manufacturing, Computer Manufacturing, Peripheral Manufacturing, Systems House (Commercial OEM)  
**Contacts:**  
 Head of Sales: Craig Burton  
 Head of Software: Harry Armstrong  
 Head of Engineering: Drew Major  
 Head of Customer Service: K. Matheson  
 Head of Customer Service: Jina Stollsmith  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 76

**NUMONICS CORP.**  
 418 Pierce St.  
 Lansdale, PA 19446  
 (215) 362-2766  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Computer Graphics  
**Target Applications:** Mapping, Planning  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Phyllis Ulrich  
 Head of Software: Morris Bowles  
 Head of Customer Service: Phillip Henderson  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 55

**OAKLEAF CORP.**  
 19737 Nordhoff Place  
 Chatsworth, CA 91311  
 (213) 993-1223  
**Major Markets:** OEM (Computer Systems), Software House  
**Target Industries:** Banking, Automation, Auto Dealerships, Credit Houses  
**Target Applications:** Loan Processing, Accounting, Inventory Control  
**Contacts:**  
 Head of Sales: Don Jackson  
 Head of Software: Terry Ford  
 Head of Customer Service: John Salseth  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 500

**OBSERVATIONAL SYSTEMS, INC.**  
 15014 N.E. 40th St.  
 Suite 201-B  
 Redmond, WA 98052  
 (206) 863-3804  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Engineering; Manufacturing; Research; Quality Control  
**Contacts:**  
 Head of Sales: Kathleen Holm  
 Head of Customer Service: Jim Gismache  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 8

**OCTAGON COMPUTER SYSTEMS, INC.**  
 2960 N. 1st St.  
 San Jose, CA 95134  
 (408) 262-7777  
**Major Markets:** Computer Manufacturing  
**Contacts:**  
 Head of Sales: Steve Topper  
 Head of Software: Steve Topper  
 Head of Engineering: Charles Goodman  
 Head of Customer Service: Joel Walz  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 30

**OKIDATA CORP.**  
 532 Fellowship Road  
 Mt. Laurel, NJ 08054  
 (609) 235-2600  
**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services  
**Contacts:**  
 Head of Sales: Robert Rockwell  
 Head of Customer Service: K. Kano  
 Head of Customer Service: Robert Gervasoni  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 300

**OLIVETTI OPE PERIPHERALS, INC.**  
 505 White Plains Road  
 Tarrytown, NY 10591  
 (914) 631-3000

**OLYMPIA USA, INC.**  
 Route 22  
 P.O. Box 22  
 Somerville, NJ 08876  
 (201) 722-7000  
**Major Markets:** Computer, Office Equipment Manufacturing; OEM (Peripherals-Terminals); Miscellaneous Computer Supplies  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Sales: William Lubrana  
 Head of Software: Carl Robbins  
**Geographic Coverage:** National  
**Year Established:** 1940  
**Number of Employees:** 260

**OMNIDATA**  
 5717 Corsa Ave.  
 Westlake Village, CA 91362

(213) 991-5810  
**Major Markets:** Computer, Communications Equipment, Office Equipment Manufacturing  
**Target Industries:** OA; Small Business  
**Contacts:**  
 Head of Sales: George Greenspon  
 Head of Customer Service: Raymond Lee  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 90

**ONTEL**  
 250 Crossways Park Dr.  
 Woodbury, NY 11797  
 (516) 364-2121  
**Major Markets:** Computer Manufacturing; Software House; Dealer  
**Contacts:**  
 Head of Sales: Andy Mathews  
 Head of Software: John Bruni  
 Head of Customer Service: Ike Nassi  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 250

**ONYX & IMI**  
 International Memories, Inc.  
 10381 Blandley Dr.  
 Cupertino, CA 95014  
 (408) 946-9779  
**Major Markets:** Component, Peripheral Manufacturing  
**Target Industries:** Small businesses  
**Target Applications:** Small Computer Systems  
**Contacts:**  
 Head of Sales: Joel Levine  
 Head of Customer Service: Bobby Smith  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 800

**ONYX SYSTEMS**  
 25 E. Trimble Road  
 San Jose, CA 95131  
 (408) 946-6330  
**Major Markets:** Computer, Terminal Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Small Businesses  
**Target Applications:** Commercial  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Sales: Tom Anthony  
 Head of Software: Rebecca Costa  
 Head of Engineering: Charles Runge  
 Head of Customer Service: Dave Masters  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 200

**OPE PRINTERS, INC.**  
 505 White Plains Road  
 Tarrytown, NY 10591  
 (914) 631-3000  
**Major Markets:** Peripheral Manufacturing; Manufacturing Representatives  
**Contacts:**  
 Head of Marketing/Sales: Riccardo Minuto  
 Head of Software: Kim Vanderbilt

Head of Customer Service: R. Taddi  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 10

**OPTRONICS INTERNATIONAL, INC.**  
 7 Stuart Road  
 Chelmsford, MA 01824  
 (617) 256-4511  
**Major Markets:** OEM (Computer Systems); Software House; Systems House (Commercial OEM)  
**Target Industries:** CAD/CAM; Digital Cartography; Remote Sensing; Biomedical  
**Target Applications:** Graphics  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: James Deigan  
 Head of Engineering: Brett Lefebvre  
 Head of Customer Service: Greg Debrashie  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 100

**OSBORNE COMPUTER CORP.**  
 26538 Danti Court  
 Hayward, CA 94046  
 (415) 887-8080  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Personal Business Computer  
**Net Sales:** \$50 Million - \$75 Million (1983)  
**Contacts:**  
 Head of Sales: David Miller  
 Head of Software: Fred Schmidt  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 35

**OSM COMPUTER CORP.**  
 665 Clyde Ave.  
 Mountain View, CA 94043  
 (415) 961-8680  
**Major Markets:** Computer Manufacturing  
**Target Applications:** Private  
**Contacts:**  
 Head of Sales/Software: Nabil A. Baladi  
 Head of Customer Service: Rajesh Motwani  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 125

**OTARI DATA, INC.**  
 271 N. Mathilda Ave.  
 Sunnyvale, CA 94086  
 (408) 738-4808  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Michael Bernard  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 6

**OTRONA CORP.**  
 4725 Walnut St.  
 Boulder, CO 80301  
 (303) 444-8100  
**Major Markets:** Computer Manufacturing

# Vendors

**Target Industries:** Engineering; Insurance; Scientific; Field Testing  
**Contacts:**  
 Head of Sales: Joe Calabria  
 Head of Customer Service: Ronald R. Lingenmann  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 200

**PANASONIC INDUSTRIAL CO.**  
 Matsushita Electronic Corp. of America  
 One Panasonic Way  
 Secaucus, NJ 07094  
 (201) 348-7000  
**Major Markets:** Component, Computer, Peripheral, Communications Equipment, Office Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Dealer/Distributor; Maintenance/Other Services  
**Target Industries:** Banking; Manufacturing; Retail  
**Target Applications:** Data Entry; OA  
**Contacts:**  
 Head of Sales: Scott Minakami  
 Head of Software: Joe Shiohtoku  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 800

**PASCO INTERNATIONAL, INC.**  
 293 N. Midland Ave.  
 Saddle Brook, NJ 07662  
 (201) 794-8881  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Systems House (Commercial OEM)  
**Target Industries:** Financial; DP  
**Target Applications:** Access Control; Alarm Monitoring; Time and Attendance; Traffic Control  
**Contacts:**  
 Head of Sales/Software: John Palmisano  
 Head of Customer Service: Susan Cerbo  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 20

**PCE SYSTEMS**  
 4219 S. Market Court  
 Unit H  
 Sacramento, CA 95834  
 (916) 921-5454  
**Major Markets:** Component, Computer, Peripheral Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Engineering; Financial; Scientific  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Dave Alling  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 20

**PENCEPT, INC.**  
 39 Green St.  
 Waltham, MA 02154  
 (617) 893-6390

**Major Markets:** Terminal, Peripheral Manufacturing  
**Target Industries:** Insurance; Systems houses; Bank/Finance; Manufacturing  
**Contacts:**  
 Head of Sales: Gerald Babbo  
 Head of Software: Buzz Brooks  
 Head of Customer Service: Dana Richmond  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 42

**PENTEL OF AMERICA, LTD.**  
 2715 Columbia St.  
 Torrance, CA 90503  
 (213) 320-3831  
**Major Markets:** Computer Manufacturing; Peripheral Manufacturing; Dealer  
**Target Industries:** Commercial  
**Contacts:**  
 Head of Sales/Software: M. Osada  
 Head of Engineering: Y. Shimoda  
 Head of Customer Service: T. Ozeki  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 300

**PERCOM DATA CORP.**  
 11220 Pagemill Road  
 Dallas, TX 75243  
 (214) 340-7081  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: Hal Gage  
 Head of Software: Don Roden  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 110

**PERKIN-ELMER**  
 Data Systems Group  
 2 Crescent Place  
 Oysterport, NJ 07757  
 (201) 870-4712  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM)  
**Target Industries:** Financial, Scientific; Geophysical; Aerospace and Weapons  
**Target Applications:** CAD/CAM; Simulation; Banking  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales: P. J. Zilvits  
 Head of Software: K. O'Connor  
 Head of Engineering: S. Alini  
 Head of Customer Service: David I. Caplan  
**Geographic Coverage:** International  
**Year Established:** 1966  
**Number of Employees:** 2,000

**PERRY DATA SYSTEMS, INC.**  
 3401 Spring Forest Road  
 Raleigh, NC 27604  
 (919) 876-8100  
**Major Markets:** Terminal, Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** Oil; Auto;

Restaurants; Government  
**Target Applications:** Government Operations; Building Supplies; Restaurants; POS  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Customer Service: Bob Browning  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 50

**PERSCI, INC.**  
 12624 Daphne Ave.  
 Hawthorne, CA 90250  
 (213) 777-7536  
**Major Markets:** Peripheral Manufacturing; Dealer/Distributor; Maintenance/Other Services  
**Contacts:**  
 Head of Sales: Darlene Brown  
 Head of Software: S. Anoy  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 50

**PERSONAL MICRO COMPUTERS, INC.**  
 475 Ellis St.  
 Mountain View, CA 94043  
 (415) 962-0220  
**Major Markets:** Computer, Peripheral, Communications Equipment, Office Equipment Manufacturing  
**Target Industries:** Large Corporations; OEM; System Houses; Government  
**Contacts:**  
 Head of Sales: Ron Troxell  
 Head of Software: George Wussow  
**Geographic Coverage:** International  
**Year Established:** 1980

**PERTEC COMPUTER CORP.**  
 17112 Armstrong Ave.  
 Irvine, CA 92714  
 (714) 660-0480  
**Major Markets:** Computer Manufacturing; Terminal Manufacturing; Software House  
**Target Industries:** OEM; Dealer; Distributor  
**Contacts:**  
 Head of Sales: Roberto Maldonado  
 Head of Software: Lawrence Ciuffitelli  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 500

**PH-ASSOCIATES, INC.**  
 8720 Old Courthouse Road  
 Vienna, VA 22180  
 (703) 281-5762  
**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Software House  
**Target Industries:** Government; Commercial  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
 Head of Sales/Software: Mrs. Michael Ann Brown  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 5

**PHAZE INFORMATION MACHINES CORP.**  
 7650 E. Redfield  
 Scottsdale, AZ 85260  
 (602) 991-6855  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** 3270  
**Contacts:**  
 Head of Sales: Michael Denning  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 55

**PHILIPS PERIPHERALS, INC.**  
 385 Oyster Point Blvd.  
 Unit 12  
 S. San Francisco, CA 94080  
 (415) 952-3000  
**Major Markets:** Peripheral Manufacturing; Dealer/Distributor; Distributor  
**Target Industries:** OEM  
**Contacts:**  
 Head of Software: Marilyn Manthey  
 Head of Customer Service: Warren Whittington  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 6

**PHOENIX DIGITAL CORP.**  
 2315 N. 35th Ave.  
 Phoenix, AZ 85009  
 (602) 278-3591  
**Major Markets:** Computer, Terminal, Communications Equipment Manufacturing; OEM (Computer Systems); Maintenance/Other Services; Process automat. computer  
**Target Industries:** Automotive; Chemical; Food; Rubber; Diversified Products  
**Target Applications:** Data Acquisition; Process Control; Monitoring; Man and Machine Interfacing  
**Contacts:**  
 Head of Sales: Gerald Trussell  
 Head of Software/Engineering: Doug Hawkins  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 30

**PHOENIX MICROSYSTEMS, INC.**  
 8290 Whitesburg Dr. S.  
 Huntsville, AL 35802  
 (205) 881-2173  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Software House; Systems House (Commercial OEM); Test Equipment Manufacturing  
**Target Industries:** Telecommunication  
**Target Applications:** Testing  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
 Head of Sales: Mel Mayo  
 Head of Customer Service: Mark Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 35

## PIXEL COMPUTER, INC.

260 Fordham Road  
Wilmington, MA 01887  
(617) 857-8720  
**Major Markets:** Computer, Terminal, Office Equipment Manufacturing; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** OEM; Medical; Scientific Reseller; Commercial Reseller  
**Net Sales:** Less than \$100,000 (1981)  
**Contacts:**  
Head of Sales: Roy Moffa  
Head of Customer Service: Vahram Erdekian  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 150

## PLSSEY PERIPHERAL SYSTEMS, INC.

17466 Damier Ave.  
Irvine, CA 92714  
(714) 540-9945  
**Major Markets:** Computer, Peripheral Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Contacts:**  
Head of Sales: Jack Neth  
Head of Software: Samuel Sobranes  
Head of Engineering: Randy Hardy  
Head of Customer Service: Bob Edgart  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 350

## POINT FOUR DATA CORP.

2569 McCabe Way  
Irvine, CA 92714  
(714) 863-1111  
**Major Markets:** Computer Manufacturing; Software House; Dealer/Distributor  
**Target Industries:** OEM; Systems Houses; General Business; Electron office Management  
**Target Applications:** Project Management; Code Generation  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
Head of Sales: Robin Olivier  
Head of Customer Service: Donald Savitt  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 170

## POLHEMUS NAVIGATION SCIENCES, INC.

A Division of McDonnell Douglas Electronics Co.  
Hercules Dr.  
P.O. Box 560  
Colchester, VT 05446  
(502) 655-3159  
**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** Military  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Sales: Jack Scully

Head of Customer Service: Ernie Blood  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 40

## POLO MICRO SYSTEMS, INC.

2570 El Camino Real W.  
Mountain View, CA 94040  
(415) 948-2990  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Contacts:**  
Head of Sales: Robert Sherwood  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 20

## POLYGON INDUSTRIES

8600 Ponchartrain Blvd.  
New Orleans, LA  
(504) 282-5372  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Computer Stores; OEM  
**Target Applications:** Micros  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 14

## POLYMORPHIC SYSTEMS

5330 Debbie Road  
Santa Barbara, CA 93111  
(805) 967-0468  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Small Business  
**Target Applications:** Business  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
Head of Sales/Software: Ken Gudis  
Head of Engineering: Lenny Araki  
Head of Customer Service: Mark Macklin  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 65

## PRIAM CORP.

20 W. Montague Expressway  
San Jose, CA 95134  
(408) 946-4600  
**Major Markets:** OEM (Computer Systems)  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: Ben Taniguchi  
Head of Software: Bob Lawrence  
Head of Customer Service: Aionzo A. Wilson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 950

## PRIMAGES, INC.

620 Johnson Ave.  
Columbia, NY 11716  
(516) 567-8200  
**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** Computer Manufacturing  
**Contacts:**  
Head of Sales/Software: Ted Reantillo

Head of Engineering: David Chiang  
Head of Customer Service: Mosi Chu  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 120

## PRINTACOLOR CORP.

6040 Northbelt Dr.  
Norcross, GA 30071  
(404) 448-2575  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing; Engineering  
**Target Applications:** CAD/CAM; Business Graphics  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales/Software: Philip Frick  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 35

## PRINTEK, INC.

1517 Townley Road  
Benton Harbor, MI 49022  
(616) 925-3200  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM; Distributor Dealer  
**Target Applications:** Word Processing; Office Productivity; Data Processing  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
Head of Sales: Charles Gilmore  
Head of Software: Wayne Ashby  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 90

## PRINTRONIX, INC.

17500 Cartwright Road  
P.O. Box 19559  
Irvine, CA 92659  
(714) 549-7700  
**Major Markets:** Peripheral Manufacturing  
**Target Applications:** Graphics  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
Head of Sales: Mel Posin  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 1,000

## PROCOMP SYSTEMS, INC.

333 W. 52nd St.  
New York, NY 10019  
(212) 246-0074  
**Major Markets:** OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM)  
**Target Industries:** Banking; Printing; Education; Small Business  
**Target Applications:** Job Costing; Word Processing; Accounting; Banking  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Howard Marks  
**Geographic Coverage:** Regional  
**Year Established:** 1981  
**Number of Employees:** 7

## PRODUCT ASSOCIATES, INC.

465 Convection Way  
Redwood City, CA 94063  
(415) 384-3121  
**Major Markets:** Computer, Office Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals)  
**Target Industries:** Education; Government; Medical; Scientific  
**Target Applications:** Education; Office  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Sales: Joseph DePalo  
Head of Customer Service: Robert McGowan  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 10

## PRO-LOG CORP.

2411 Garden Road  
Monterey, CA 93940  
(408) 372-4593  
**Major Markets:** Component, Computer Manufacturing; Software House; Manufacturing sub-systems  
**Target Industries:** OEM; Engineering  
**Target Applications:** Industrial Control  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
Head of Sales: Chuck Ceon  
Head of Software: Howard James  
Head of Customer Service: Helene MacDonald  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 250

## PRO MED TECHNOLOGIES, INC.

17971 H. Skypark Circle Dr.  
Irvine, CA 92714  
(714) 250-0433  
**Major Markets:** Peripheral Manufacturing; Software House; Systems House (Commercial OEM)  
**Target Industries:** Military; Research; Biomedical; Quality Control  
**Contacts:**  
Head of Sales: Barry Warren  
Head of Customer Service: Dan Morris  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 15

## PRONTO COMPUTERS, INC.

3730 Skypark Dr.  
Torrance, CA 90505  
(213) 539-6400  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail; System Integrators  
**Contacts:**  
Head of Software: Bertram Mintz  
Head of Customer Service: Skip Hanson  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 30

# Vendors

## PSITECH

16902 Von Karman  
Irvine, CA 92714  
(714) 853-0981  
**Major Markets:** Computer, Terminal  
Manufacturing; Maintenance/Other  
Services  
**Target Industries:** Banking; Office;  
Petroleum  
**Target Applications:** Graphics;  
Process Control; Mapping  
**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Sales/Software: Herbert B.  
Berkwitz  
Head of Customer Service: Paul  
Gosselin  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 20

## PULAU ELECTRONICS CORP.

8944 Mason Ave.  
Chatsworth, CA 91311  
(213) 700-7800  
**Major Markets:** Component,  
Computer Manufacturing  
**Target Industries:** Government  
**Contacts:**  
Head of Sales: Donald Jacob  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 70

## Q D P COMPUTER SYSTEMS

10330 Brecksville Road  
Brecksville, OH 44141  
(216) 526-0838  
**Major Markets:** Computer  
Manufacturing; OEM (Computer  
Systems)  
**Target Industries:** OEM; General  
Business  
**Target Applications:** Accounting;  
Medical; Order Entry; Inventory  
**Contacts:**  
Head of Sales: Ken Perich  
Head of Engineering: Randy Lesson  
Head of Customer Service: David  
Kelly  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 18

## QEL, INC.

80 Fadem Road  
Springfield, NJ 07081  
(201) 379-7400  
**Major Markets:** Computer,  
Communications Equipment  
Manufacturing; OEM (Computer  
Systems); Maintenance/Other  
Services  
**Target Industries:** Electric Power;  
Oil and Gas; Water Control;  
Transportation  
**Target Applications:** Tone  
Hardware; Scada Systems  
**Net Sales:** \$5 Million - \$10 Million  
(1983)  
**Contacts:**  
Head of Sales/Software: Stanley  
Lawler  
Head of Engineering: Jose  
Domingues  
Head of Customer Service: Vincent  
Ingato  
**Geographic Coverage:** International

**Year Established:** 1960  
**Number of Employees:** 110

## QUALOGY

(Formerly Data Systems Design)  
2241 Lundy Ave.  
San Jose, CA 95131  
(408) 946-5800  
**Major Markets:** Peripheral  
Manufacturing  
**Contacts:**  
Head of Sales/Software: George Fink  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 330

## QUANTUM CORP.

1804 McCarthy Blvd.  
Milpitas, CA 95035  
(408) 262-1100  
**Major Markets:** Peripheral  
Manufacturing  
**Target Industries:** OEM; Distribution  
**Net Sales:** \$10 Million - \$15 Million  
(1982)  
**Contacts:**  
Head of Sales: James Watson  
Head of Engineering: Richard Taylor  
Head of Customer Service: Arthur  
Gelfon  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 500

## QUAY CORP.

22 Meridian Road  
P.O. Box 783  
Eatontown, NJ 07724  
(201) 542-7340  
**Major Markets:** Computer  
Manufacturing  
**Target Industries:** Insurance;  
Banking; Small Business  
**Target Applications:** Business  
Accounting; Insurance Rating; Floor  
Planning; Retail Credit  
**Contacts:**  
Head of Sales: George Hill  
Head of Customer Service: Michael  
Marks  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 28

## QUCES, INC.

3 Quces Dr.  
Metuchen, NJ 08840  
(201) 548-2135  
**Major Markets:** Component  
Manufacturing; OEM (Peripherals-  
Terminals); Maintenance/Other  
Services  
**Target Industries:** OEM Market  
**Contacts:**  
Head of Sales/Software: Mike Chait  
Head of Customer Service: Howard  
Levy  
**Geographic Coverage:** National  
**Year Established:** 1973

## QUENTIN RESEARCH, INC.

3240 Eton Ave.  
Chatsworth, CA 91311  
(213) 709-6500  
**Major Markets:** Component,  
Peripheral, Communications  
Equipment Manufacturing  
**Contacts:**  
Head of Software: Paul Gulbransen

**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 45

## QUEST ELECTRONICS

2364 Walsh Ave.  
Santa Clara, CA 95051  
(408) 988-1640  
**Major Markets:** Computer  
Manufacturing; OEM (Peripherals-  
Terminals); Dealer/Distributor  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 12

## QUME CORP.

2350 Qume Dr.  
San Jose, CA 95131  
(408) 942-4000  
**Major Markets:** Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies  
**Contacts:**  
Head of Sales: Randall Hawks  
Head of Customer Service: Allen  
McVicar  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 2,800

## QWINT SYSTEMS, INC.

3693 Commercial Ave.  
Northbrook, IL 60062  
(312) 498-5080  
**Major Markets:** Computer,  
Peripheral Manufacturing  
**Target Industries:** Corporate  
Telecommunications  
**Contacts:**  
Head of Sales: Kerry Berland  
Head of Software: Arnold Jacobs  
Head of Customer Service: Don  
Martin  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 100

## Q1 CORP.

480 Mill Rd  
Coram, NY 11727  
(516) 732-3800  
**Major Markets:** Computer  
Manufacturing  
**Contacts:**  
Head of Sales: Glenn Malm  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

## RACAL-DANA INSTRUMENTS, LTD.

4 Goochey St.  
P.O. Box C19541  
Irvine, CA 92713  
(714) 859-8999  
**Major Markets:** Peripheral  
Manufacturing; Systems House  
(Commercial OEM)  
**Target Industries:** Industrial;  
Aerospace; Military  
**Target Applications:** Automatic  
Testing  
**Contacts:**  
Head of Customer Service: Nelson  
Urdaneta  
**Geographic Coverage:** International  
**Year Established:** 1961

**Number of Employees:** 250

## RACAL-MILGO, INC.

6250 Northwest 27 Way  
Fort Lauderdale, FL 33309  
(305) 592-8600  
**Major Markets:** Terminal,  
Communications Equipment  
Manufacturing  
**Net Sales:** More than \$100 Million  
(1982)  
**Contacts:**  
Head of Sales: Allen Mastendino  
Head of Software: Mat Kenny  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 3,500

## RADIAN CORP.

P.O. Box 9948  
Austin, TX 78766  
(512) 454-4797  
**Major Markets:** Component,  
Computer Manufacturing; OEM  
(Computer Systems); Software  
House; Dealer/Distributor;  
Maintenance/Other Services  
**Target Industries:** Energy  
**Contacts:**  
Head of Sales: F. Scott Lagrone  
Head of Software: Ted Hudson  
Head of Customer Service: R. M.  
Wells  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 809

## RADIX CORP.

4745 Wiley Post Way  
650 Plaza Six  
Salt Lake, UT 84115  
(801) 537-1717  
**Major Markets:** Computer  
Manufacturing; Software House;  
Systems House (Commercial OEM)  
**Target Industries:** Banking  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Sales: Steve Kraemer  
Head of Customer Service: Lorrie  
R. Thom  
**Geographic Coverage:** National  
**Year Established:** 1969  
**Number of Employees:** 70

## RAIN COMPUTER CORP.

4101 Burton Dr.  
Santa Clara, CA 95050  
(408) 988-1790  
**Major Markets:** Computer  
Manufacturing  
**Target Industries:** OEM System  
Houses  
**Target Applications:** Business  
**Net Sales:** \$5 Million - \$25 Million  
(1981)  
**Contacts:**  
Head of Sales: Mike Sayer  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 150

## RAMTEC CORP.

2211 Lawson Lane  
Santa Clara, CA 95050  
(408) 988-2211  
**Major Markets:** Computer, Terminal  
Manufacturing; Dealer/Distributor



# Vendors

**Target Industries:** Engineering; Banking; Manufacturing; Distribution  
**Target Applications:** CAD/CAM; Imaging  
**Net Sales:** \$30 Million - \$50 Million (1993)  
**Contacts:**  
 Head of Sales: Peter W. Cassidy  
 Head of Software: Steve Johnson  
 Head of Customer Service: Keith Soren  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 535

## RAHA SYSTEMS

21300 Superior St.  
 Chatsworth, CA 91311  
 (213) 709-5484  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing; Deal/Distributor  
**Net Sales:** \$5 Million - \$10 Million (1993)  
**Contacts:**  
 Head of Sales: Michael Joseph  
 Head of Software: Jerry Astor  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 100

## RASTER GRAPHICS, INC.

P.O. Box 23334  
 Tigard, OR 97223  
 (503) 620-2241  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Manufacturing Special Systems  
**Target Industries:** Engineering; Medical; Manufacturing  
**Contacts:**  
 Head of Sales: William Smith  
 Head of Customer Service: David Johnson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## RAYMOND ENGINEERING, INC.

Raycorper Products  
 217 Smith St.  
 Middletown, CT 06457  
 (203) 632-1000  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million (1993)  
**Contacts:**  
 Head of Sales: Bruce Greenfield  
 Head of Customer Service: Fred Cichowski  
**Geographic Coverage:** International  
**Year Established:** 1938  
**Number of Employees:** 50

## RAYTHEON CO.

Raytheon Data Systems  
 115 Nonwood Park S.  
 Norwood, MA 02062  
 (617) 762-6700  
**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment, Office Equipment  
**Target Industries:** OEM (Peripherals-Terminals); Dealer/Distributor; Maintenance/Other Services

**Target Industries:** Transportation; Banking; Manufacturing; Distribution  
**Target Applications:** Data Entry; Inventory; OA  
**Net Sales:** More than \$100 Million (1994)  
**Contacts:**  
 Head of Sales: Jon O. Hopper  
 Head of Software: Thomas C. Carson  
 Head of Engineering: Joan Jacobs  
 Head of Customer Service: Richard Galfrey  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 5,000

## RECOGNITION EQUIPMENT, INC.

2701 Grauwyl Road  
 Irving, TX 75061  
 (214) 579-5000  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** Banking; Petroleum; Insurance; Utilities  
**Target Applications:** OCR; Documentation Processing; Subscription Filing; Retail Cost Billing  
**Net Sales:** More than \$100 Million (1994)  
**Contacts:**  
 Head of Sales: Robert G. Reedy  
 Head of Software: John Hall  
 Head of Customer Service: Israel Sheinberg  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 2,000

## RENAISSANCE MARKETING, INC.

P.O. Box 201  
 Huntington, NY 11743  
 (516) 271-2389  
**Major Markets:** Peripheral Manufacturing; Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services  
**Net Sales:** \$1 Million - \$5 Million (1993)  
**Contacts:**  
 Head of Sales/Software: R. J. Murray  
 Head of Customer Service: F. J. DePalma  
**Geographic Coverage:** National  
**Year Established:** 1975

## RETAIL SOLUTIONS, INC.

1211 Alderwood Ave.  
 Sunnyvale, CA 94086  
 (408) 734-0653  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Retail  
**Target Applications:** Inventory Control; Purchasing; POS  
**Contacts:**  
 Head of Sales: Robert Knapp  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 25

## REYNOLDS & REYNOLDS CO.

P.O. Box 1005  
 Dayton, OH 45401  
 (513) 443-2000

**Major Markets:** Systems House (Commercial OEM); Miscellaneous Computer Supplies  
**Target Industries:** Automobile; Medical; Truck Dealerships  
**Target Applications:** Accounting; Dealerships; Parts Inventory  
**Net Sales:** More than \$100 Million (1993)  
**Contacts:**  
 Head of Sales: Chuck Proud  
 Head of Software: Mike Milford  
**Geographic Coverage:** International  
**Year Established:** 1856  
**Number of Employees:** 3,400

## R-G-B DESIGNS, INC.

890 Walsh Ave.  
 Santa Clara, CA 95050  
 (408) 748-0400  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 18

## RICON OF AMERICA

5 Dedrick Place  
 W. Caldwell, NJ 07006  
 (201) 882-2000  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Geographic Coverage:** International  
**Year Established:** 1936  
**Number of Employees:** 18,000

## RODIME CORP.

25801 Oboro  
 Mission Viejo, CA 92691  
 (714) 770-3085  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Malcolm Dudson  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 200

## ROLAND DG

7200 Dominion Circle  
 Los Angeles, CA 90040  
 (213) 685-5141  
**Major Markets:** Component, Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Dennis Black  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 45

## RUBICON SYSTEMS, INC.

215 Candace Dr.  
 Maitland, FL 32751  
 (305) 834-2393  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** OEM  
**Target Applications:** Word Processing; Data Base Management; Spreadsheet  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Sales/Software: Richard A. Young

Head of Customer Service: Jerry A. Horn  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 50

## SAGE COMPUTER

4905 Energy Way  
 Reno, NV 89502  
 (702) 322-6868  
**Major Markets:** Computer Manufacturing  
**Net Sales:** \$10 Million - \$15 Million (1993)  
**Contacts:**  
 Head of Sales: William R. Delaney  
 Head of Engineering: Bill Bonham  
 Head of Customer Service: Paul Lima  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 85

## SANTA CLARA SYSTEMS, INC.

1860 Hartog Dr.  
 San Jose, CA 95131  
 (408) 287-4540  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: Darrell Evora  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 50

## SAANTE CORP.

9 Columbia Dr.  
 Amherst, NH 03031  
 (603) 862-1000  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
 Head of Sales: John Teagan  
 Head of Software: Ron Bleakney  
 Head of Customer Service: John Marks  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 80

## SANYO BUSINESS SYSTEMS CORP.

51 Joseph St.  
 Moonachie, NJ 07074  
 (201) 440-9300  
**Major Markets:** Computer, Terminal, Peripheral, Office Equipment  
**Target Industries:** OEM (Peripherals-Terminals); Software House; Dealer; Maintenance/Other Services  
**Contacts:**  
 Head of Sales: N. Yamashita  
 Head of Software: Arthur Shebar  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 180

## SARASOTA AUTOMATION

1500 N. Washington Blvd.  
 Sarasota, FL 33577  
 (813) 366-8770  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Oil; Government; Chemical  
**Target Applications:** Instrumentation  
**Contacts:**  
 Head of Sales: Mike Weeks

**Geographic Coverage:** International  
**Year Established:** 1953  
**Number of Employees:** 250

## SAYLOR ELECTRONICS

**INTERNATIONAL**  
 400 Hot Springs Road  
 Carson City, NV 89701  
 (702) 883-4184  
**Major Markets:** Peripheral  
 Manufacturing  
**Net Sales:** \$100,000 - \$500,000  
 (1983)

**Contacts:**  
 Head of Sales: Jolynne L. Saylor  
 Head of Customer Service: Tom  
 Poole  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 7

## SCENIC COMPUTER SYSTEM

**CORP.**  
 14852 N. E. 31st Circle  
 Redmond, WA 98052  
 (206) 885-5500  
**Major Markets:** Computer  
 Manufacturing; Software House  
**Contacts:**  
 Head of Sales: Kerri Lanning  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 10

## SCIENCE ACCESSORIES

**CORP.**  
 970 Kings Highway W.  
 Southport, CT 06490  
 (203) 255-1525  
**Major Markets:** Peripheral  
 Manufacturing  
**Target Industries:** Construction;  
 CAE; CAD/CAM; Graphics  
**Target Applications:** Graphics;  
 Mapping; CAD/CAM  
**Net Sales:** \$1 Million - \$5 Million  
 (1983)  
**Contacts:**  
 Head of Sales: Harold Cleveland  
 Head of Customer Service: Robert  
 Butler  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 40

## SCIENTIFIC DATA SYSTEMS,

**INC.**  
 344 Main St.  
 Venice, CA 90291  
 (213) 390-8673  
**Major Markets:** Computer,  
 Communications Equipment  
 Manufacturing; Software House  
**Target Industries:** Legal; Medical;  
 Accountants; Trash Collection  
**Target Applications:** WP; Legal  
 Time and Billing; Temporary Help  
**Contacts:**  
 Head of Engineering: William Weldon  
 Head of Customer Service: Jack M.  
 Mitchell  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 50

## SCIENTIFIC MICRO SYSTEMS

777 E. Middlefield Road  
 Mountain View, CA 94043  
 (415) 964-5700

**Major Markets:** Computer,  
 Peripheral Manufacturing; OEM  
 (Computer Systems); Software  
 House; Systems House (Commercial  
 OEM)  
**Target Industries:** OEM Micro  
 Computer; Scientific  
**Target Applications:** Industrial  
 Control; Small Business Application  
**Net Sales:** \$20 Million - \$30 Million  
 (1983)  
**Contacts:**  
 Head of Sales: Michael Liccardo  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 225

## SCI SYSTEMS, INC.

5000 Technology Dr.  
 P.O. Box 1000  
 Huntsville, AL 35807  
 (205) 892-4800  
**Major Markets:** Component,  
 Computer, Terminal Manufacturing;  
 OEM (Computer Systems); Systems  
 House (Commercial OEM)  
**Target Applications:** Contract  
 Manufacturing; Technical  
**Net Sales:** \$75 Million - \$100 Million  
 (1982)  
**Contacts:**  
 Head of Sales: Gene Sapp  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 4,000

## SCM CORP.

Smith-Corona  
 65 Locust Ave.  
 New Canaan, CT 06840  
 (203) 972-1471  
**Major Markets:** Peripheral, Office  
 Equipment Manufacturing;  
 Miscellaneous Computer Supplies  
**Target Industries:** Small Business;  
 Personal Use; Office; Business  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Sales: Fred Metener  
 Head of Software: Jerry Diener  
**Geographic Coverage:** International  
**Year Established:** 1905  
**Number of Employees:** 25,500

## SEAGATE TECHNOLOGY

920 Disc Dr.  
 Scotts Valley, CA 95066  
 (408) 438-6550  
**Major Markets:** Peripheral  
 Manufacturing; Dealer/Distributor  
**Net Sales:** \$50 Million - \$75 Million  
 (1983)  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 2,100

## SEAL & CO., INC.

1246 Taylor St. N.W.  
 Washington, DC 20011  
 (202) 862-4800  
**Major Markets:** Computer  
 Manufacturing; OEM (Computer  
 Systems); Software House;  
 Maintenance/Other Services  
**Target Industries:** Process Control;  
 Energy; Industrial  
**Target Applications:** Energy;  
 Industrial

**Net Sales:** \$5 Million - \$10 Million  
 (1983)  
**Contacts:**  
 Head of Customer Service: Bill Stein  
**Geographic Coverage:** National  
**Year Established:** 1923  
**Number of Employees:** 100

## SEATTLE COMPUTER

**PRODUCTS**  
 1114 Industry Dr.  
 Seattle, WA 98188  
 (206) 575-1830  
**Major Markets:** Computer  
 Manufacturing  
**Target Applications:** Word  
 Processing  
**Net Sales:** \$500,000 - \$1 Million  
 (1983)  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 50

## SEEQUA COMPUTER CORP.

8305 Telegraph Road  
 Odenton, MD 21113  
 (301) 672-3600  
**Major Markets:** Computer  
 Manufacturing  
**Contacts:**  
 Head of Sales: James Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 250

## SEIKO INSTRUMENTS U.S.A.,

**INC.**  
 Graphic Device and Systems Division  
 1623 Buckeye Dr.  
 Suite 140  
 Mulpitas, CA 95035  
 (408) 943-9100  
**Major Markets:** Terminal  
 Manufacturing; Peripheral  
 Manufacturing  
**Target Industries:** Engineering  
**Target Applications:** Graphics  
**Contacts:**  
 Head of Sales: James Roberto  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

## SHARP

**ELECTRONICS**  
**CORP.**  
 Systems Division  
 10 Sharp Plaza  
 Paramus, NJ 07652  
 (201) 265-5600  
**Major Markets:** Computer  
 Manufacturing; Dealer/Distributor;  
 Distributor  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 170,000

## SHUGART CORP.

475 Oakmead Pkwy.  
 Sunnyside, CA 94086  
 (408) 737-7900  
**Major Markets:** Component,  
 Peripheral Manufacturing  
**Target Applications:** Word  
 Processing; Business  
**Net Sales:** More than \$100 Million  
 (1981)  
**Contacts:**

Head of Sales/Software: Carl Neun  
 Head of Engineering: Tomas Gader  
 Head of Customer Service: Carl  
 Neun  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 3,200

## SISTHROP SYSTEMS, INC.

1438 Cox Ave.  
 Covington, KY 41018  
 (606) 525-1300  
**Major Markets:** Component,  
 Computer Manufacturing; OEM  
 (Computer Systems); OEM  
 (Peripherals-Terminals); Systems  
 House (Commercial OEM)  
**Target Industries:** Manufacturing;  
 Warehousing; Process Control  
**Target Applications:** Factory  
 Administration; Materials Handling;  
 Data Acquisition; Process Monitoring  
**Net Sales:** \$1 Million - \$5 Million  
 (1984)  
**Contacts:**  
 Head of Sales/Software: Jeffrey  
 Hanna  
 Head of Engineering/Customer  
 Service: Chuck E. Baldwin  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 45

## SIEMENS

**COMMUNICATION**  
**SYSTEMS**  
 Office Printer Division  
 240 E. Palisades Road  
 Anaheim, CA 92805  
 (714) 991-9700  
**Major Markets:** Terminal, Peripheral  
 Manufacturing  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 300

## SIERRA NATIONAL CORP.

5037 Ruffner St.  
 San Diego, CA 92111  
 (619) 277-4810  
**Major Markets:** Computer  
 Manufacturing; Software House;  
 Systems House (Commercial OEM);  
 Data Services (Service Bureau)  
**Target Industries:** Accounting;  
 Energy  
**Target Applications:** Energy  
 Control; POS; Accounting  
**Net Sales:** \$1 Million - \$5 Million  
 (1983)  
**Contacts:**  
 Head of Sales: David Forbes  
 Head of Customer Service: James  
 Limb  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 40

## SILVER-NEED AMERICA, INC.

19600 S. Vermont Ave.  
 Torrance, CA 90502  
 (213) 516-7008  
**Major Markets:** Peripheral, Office  
 Equipment Manufacturing  
**Contacts:**  
 Head of Sales: Jack Sullivan  
 Head of Software: Bill Eberhardt  
**Geographic Coverage:** International

# Vendors

Year Established: 1977  
Number of Employees: 200

## SINGER DATA PRODUCTS

2351 Devon St.  
Elk Grove Village, IL 60007  
(312) 860-6500  
Major Markets: Peripheral  
Manufacturing  
Target Industries: OEM  
Geographic Coverage: International  
Year Established: 1958  
Number of Employees: 60

## SMOKE SIGNAL BROADCASTING

31336 Via Colinas  
Westlake Village, CA 91362  
(818) 889-9340  
Major Markets: Computer  
Manufacturing  
Target Industries: Systems  
Integrators  
Target Applications: Medical;  
Dental; General Business;  
Manufacturing  
Contacts:  
Head of Sales/Software: Jim Allday  
Head of Customer Service: Ken  
Enckson  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 20

## SOLVATION, INC.

150 Flanders Road  
Westboro, MA 01581  
(617) 366-6621  
Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Software House  
Target Industries: Accounting  
(Public); Small Business;  
Professional; Small Manufacturing,  
Construction  
Target Applications: Total Systems  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales: Frank Duncan  
Head of Software: Roy A. Finney  
Head of Engineering: Claude Finn  
Head of Customer Service: Robert  
Downs  
Geographic Coverage: National  
Year Established: 1960  
Number of Employees: 100

## SONY COMMUNICATIONS PRODUCTS CO.

Information Products Division  
1 Sony Dr.  
Park Ridge, NJ 07656  
(201) 930-1000  
Major Markets: Computer, Terminal,  
Peripheral, Office Equipment  
Manufacturing  
Contacts:  
Head of Sales: Robert Bryson  
Head of Customer Service: George  
Kenney  
Geographic Coverage: National  
Year Established: 1981

## SOUTHERN COMPUTER SYSTEMS, INC.

2304 12th Ave. N.  
P.O. Box 55473  
Birmingham, AL 35255

(205) 933-1659

Major Markets: Computer  
Manufacturing; OEM (Computer  
Systems); Software House  
Target Applications: Data Entry  
Net Sales: Less than \$100,000  
(1983)  
Contacts:  
Head of Sales/Software: Paul Scalis  
Head of Engineering/Customer  
Service: Mark Sumner  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 7

## SOUTHERN SYSTEMS, INC.

2841 Cypress Creek Road  
Ft. Lauderdale, FL 33309  
(800) 237-5904  
Major Markets: Peripheral  
Manufacturing; OEM (Peripherals-  
Terminals); Maintenance/Other  
Services  
Target Industries: Printer Users;  
Small System Houses; Small  
Business System User; Mainframe  
System User  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Sales: James W. Rule  
Head of Software: Donald R. Dooley  
Head of Customer Service: Ronald  
Murr  
Geographic Coverage: International  
Year Established: 1975  
Number of Employees: 80

## SOUTHWEST TECHNICAL PRODUCTS CORP.

219 W. Rhapsody  
San Antonio, TX 78216  
(512) 344-0241  
Major Markets: Computer  
Manufacturing  
Target Industries: Business;  
Education  
Net Sales: \$10 Million - \$15 Million  
(1983)  
Contacts:  
Head of Sales: Jerry O'Brien  
Head of Customer Service: Joe  
Deres  
Geographic Coverage: International  
Year Established: 1965  
Number of Employees: 100

## SPECTRA SYSTEMS, INC.

2754 Compass Dr.  
Grand Junction, CO 81501  
(303) 241-2960  
Major Markets: Computer, Terminal  
Manufacturing; Systems House  
(Commercial OEM)  
Net Sales: \$100,000 - \$500,000  
(1983)  
Contacts:  
Head of Sales: Lisa Heraty  
Head of Software: Al Coulter  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 20

## SPERRY CORP.

Computer Systems Operations  
Jolly Road  
P.O. Box 500  
Blue Bell, PA 19424  
(215) 542-4011

Major Markets: Component,  
Computer, Terminal, Peripheral,  
Communications Equipment  
Manufacturing; OEM (Computer  
Systems); Software House;  
Maintenance/Other Services  
Target Industries: Manufacturing;  
Public Sector; Energy;  
Transportation  
Net Sales: More than \$100 Million  
(1983)  
Contacts:  
Head of Sales: James B. Aldrich  
Geographic Coverage: International  
Year Established: 1962  
Number of Employees: 43,000

## STANDARD DATA CORP.

3040 S.W. 10th St.  
Pompano Beach, FL 33069  
(305) 776-7177  
Major Markets: Peripheral,  
Communications Equipment  
Manufacturing; Dealer/Distributor;  
Distributor  
Target Industries: PC; OEM;  
Distribution  
Target Applications: Networking  
Net Sales: \$1 Million - \$5 Million  
(1983)  
Contacts:  
Head of Sales/Software: Larry Baker  
Year Established: 1982  
Number of Employees: 22

## STANDUN CONTROLS, INC. (S.C.I.)

Micro-Sd  
2158 S. Hathaway  
Santa Ana, CA 92705  
(714) 241-5600  
Major Markets: Peripheral  
Manufacturing; Software House  
Target Industries: Home Computer  
Target Applications: WP;  
Information Management  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Sales: Dan Gopez  
Head of Software: Dennis Bradshaw  
Head of Customer Service: A. Silver  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 50

## STAR MICRONICS, INC.

200 Park Ave.  
Suite 2309  
New York, NY 10166  
(212) 986-6770  
Major Markets: Component,  
Peripheral Manufacturing  
Target Industries: OEM;  
Automotive; Test Equipment  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales: Thomas Bongiorno  
Head of Customer Service: Y.  
Mitsumori  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 120

## STAR TECHNOLOGIES, INC.

5 Studebaker  
Irvine, CA 92714  
(714) 768-6460

Major Markets: Peripheral  
Manufacturing; OEM (Computer  
Systems); Software House  
Net Sales: \$1 Million - \$5 Million  
(1981)

Contacts:  
Head of Sales: Ron Harvey  
Head of Customer Service: Dr. Dallas  
Hack  
Geographic Coverage: National  
Year Established: 1976  
Number of Employees: 28

## STEARN COMPUTER SYSTEMS CORP.

10901 Bren Road E.  
P.O. Box 9384  
Minneapolis, MN 55440  
(612) 936-2000  
Major Markets: Computer,  
Communications Equipment  
Manufacturing; Maintenance/Other  
Services  
Target Applications: OA  
Contacts:  
Head of Sales/Software: Bob  
Gallagher  
Head of Customer Service: John  
Schinas  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 100

## STM ELECTRONICS

535 Middlefield Road  
Menlo Park, CA 94025  
(415) 326-6226  
Major Markets: Computer  
Manufacturing  
Geographic Coverage: International  
Year Established: 1982  
Number of Employees: 150

## STORAGE TECHNOLOGY CORP.

2270 S. 88th St.  
Louisville, CO 80028  
(303) 673-5151  
Major Markets: Computer, Terminal,  
Peripheral, Communications  
Equipment Manufacturing  
Net Sales: More than \$100 Million  
(1982)  
Contacts:  
Head of Sales: Jack Scott  
Head of Software: Dan Ellis  
Head of Customer Service: Zol  
Herger  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 15,000

## STOREX CORP.

999 Independence Ave.  
Building E  
Mountain View, CA 94043  
(415) 961-1980  
Major Markets: Peripheral  
Manufacturing  
Target Industries: Fortune 1000  
Contacts:  
Head of Sales: M. Hannan  
Geographic Coverage: National  
Year Established: 1982  
Number of Employees: 15

## STRATEGIC TECH

7001 Peachtree Industrial Blvd.  
Building 3

(404) 441-8070

**Major Markets:** Computer Manufacturing

**Contacts:**  
Head of Customer Service: Joe Davis

**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 15

## STROBE, INC.

897 Independence Ave.  
Building 5A  
Mountain View, CA 94043  
(415) 969-5130

**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems)

**Target Applications:** Chart Plotting; Business Graphics

**Contacts:**  
Head of Sales: Elizabeth Holthofer  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 25

## SUMMAGRAPHICS CORP.

777 State St. Extension  
Fairfield, CT 06430  
(203) 384-1344

**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals); Systems House (Commercial OEM)

**Target Industries:** Manufacturing  
**Target Applications:** CAD/CAM; Mapping; Data Entry; CRT Cursor Control

**Net Sales:** \$5 Million - \$25 Million  
(1981)

**Contacts:**  
Head of Sales/Customer Service: Paul Smith  
Head of Software: John Livesay  
Head of Engineering: David Graft  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 400

## SUN-FLEX CO., INC.

20 Pimental Court  
Novato, CA 94947  
(415) 883-1221

**Major Markets:** Component Manufacturing; Peripheral Manufacturing

**Target Industries:** Video; OEM; Retail Sales  
**Net Sales:** \$5 Million - \$25 Million  
(1981)

**Contacts:**  
Head of Sales: Rick Juer  
Head of Customer Service: Patrick Brennan  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 80

## SUN MICROSYSTEMS, INC.

2550 Garcia Ave.  
Mountain View, CA 94043  
(415) 960-1300

**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** OEM; Scientific; Engineering; Manufacturing  
**Target Applications:** CAD/CAM;

Text Processing; Networking; Engineering

**Net Sales:** \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Sales: Carol Bartz  
Head of Software: Joseph Roebuck  
Head of Engineering: William Joy  
Head of Customer Service: Bernard LaCroute

**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 400

## SUNOL SYSTEMS, INC.

1072 Serpentine Lane  
Pleasanton, CA 94566  
(415) 484-3322

**Major Markets:** Peripheral Manufacturing

**Contacts:**  
Head of Sales: Merriam Sweeney  
**Geographic Coverage:** International

## SUPERIOR CONTROL SYSTEMS, INC.

236 Willow St.  
E. Brunswick, NJ 08816  
(201) 238-7100

**Major Markets:** Computer Manufacturing; Software House; Maintenance/Other Services  
**Net Sales:** \$100,000 - \$500,000  
(1983)

**Contacts:**  
Head of Sales: Thomas N. Lauko  
**Geographic Coverage:** New York, New Jersey, Connecticut  
**Year Established:** 1978  
**Number of Employees:** 10

## SYNTEST CORP.

40 Locke Dr.  
Maulboro, MA 01752  
(617) 481-7827

**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$1 Million - \$5 Million  
(1983)

**Contacts:**  
Head of Sales: Curtis P. Hoffman  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

## SYSCON INTERNATIONAL, INC.

1108 S. High St.  
Southend, IN 46618  
(219) 232-3900

**Major Markets:** Computer Manufacturing  
**Target Industries:** Steel; Magnet; Wire  
**Target Applications:** Oxygen Analysis

**Net Sales:** \$5 Million - \$10 Million  
(1983)

**Contacts:**  
Head of Software: Leo Barney  
Head of Customer Service: Townsend Thomas  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 40

## SYSTEM INDUSTRIES, INC.

1855 Barber Lane  
Milpitas, CA 95035

(408) 942-1212

**Major Markets:** Peripheral Manufacturing; Network Systems  
**Net Sales:** \$75 Million - \$100 Million  
(1983)

**Contacts:**  
Head of Sales: D. K. Winton  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 750

## SYSTEMS PERIPHERALS CONSULTANTS

9747 Business Park Ave.  
San Diego, CA 92131  
(619) 693-8611

**Major Markets:** Peripheral Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 6

## TABOR CORP.

Lybert Way  
Westford, MA 01886  
(617) 692-2535

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** General Business  
**Target Applications:** Telecommunications

**Contacts:**  
Head of Sales: George Rea  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

## TAB PRODUCTS CO.

1400 Page Mill Road  
Palo Alto, CA 94304  
(415) 858-2500

**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment, Office Equipment  
Manufacturing; Miscellaneous Computer Supplies  
**Target Applications:** Data Entry (Micros)  
**Net Sales:** \$75 Million - \$100 Million  
(1982)

**Contacts:**  
Head of Sales/Software: Philip Croel  
**Geographic Coverage:** National  
**Year Established:** 1949  
**Number of Employees:** 1,000

## TAK AUTOMATION, INC.

868 Cowan Road  
Burlingame, CA 94010  
(415) 347-9851

**Major Markets:** Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** Metal; Shipyards; Shipyard Automation  
**Target Applications:** Process Control; Material Handling

**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Customer Service: Gary Button  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 130

## TALLORASS TECHNOLOGIES CORP.

11100 W. 82nd St.

Overland Park, KS 66214

(913) 492-8002  
**Major Markets:** Peripheral Manufacturing

**Target Industries:** Fortune 100; Industrial; Professional; Retail

**Contacts:**  
Head of Sales: Steve Volk  
Head of Software: Chris Weber  
Head of Customer Service: Steve Popovich  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 200

## TANDBERG DATA STORAGE, INC.

Data Storage  
571 N. Poplar St.  
Suite H  
Orange, CA 92668  
(714) 978-6771

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
Head of Sales: Ray Rogers  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 11

## TANDON CORP.

20320 Prairie St.  
Chatsworth, CA 91311  
(213) 993-6644

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Computer OEM  
**Target Applications:** General Data Storage  
**Net Sales:** More than \$100 Million  
(1983)

**Contacts:**  
Head of Software: Jeff Segers  
Head of Customer Service: Kenneth R. Fannin  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 3,000

## TANDY CORP.

Radio Shack  
1500 One Tandy Center  
Fort Worth, TX 76102  
(817) 390-3011

**Major Markets:** Computer, Terminal, Peripheral, Communications Equipment Manufacturing; OEM (Computer Systems); Software House; Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Legal; Medical; Real Estate; General Business  
**Net Sales:** More than \$100 Million  
(1984)

**Contacts:**  
Head of Sales: Ron Stagell  
Head of Customer Service: John Patterson  
**Geographic Coverage:** International  
**Year Established:** 1921  
**Number of Employees:** 30,000

## TANO CORP.

4301 Foché Court W.  
New Orleans, LA 70129  
(504) 254-3500

**Major Markets:** Component,

# Vendors

(Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Marine; Oil; Gas; Energy Management  
**Target Applications:** Energy Management; Pipeline Control Systems  
**Net Sales:** \$20 Million - \$30 Million (1983)  
**Contacts:**  
 Head of Sales: James Reiss  
 Head of Software: Michael A. Cushman  
 Head of Engineering: Joan Lamare  
 Head of Customer Service: Pete Emmering  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 300

**TARBELL ELECTRONICS**  
 950 Doylen Place  
 Suite B  
 Carson, CA 90746  
 (213) 538-4251  
**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems); Software House; Systems House (Commercial OEM)  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
 Head of Sales: Donald E. Tarbell  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 5

**TAVA CORP.**  
 16861 Armstrong  
 Irvine, CA 92714  
 (714) 261-0200  
**Major Markets:** Computer Manufacturing  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 50

**TDC**  
 Business Campus  
 1130 Major Ave.  
 Riverton, WY 82501  
 (307) 856-1111  
**Major Markets:** Component Manufacturing; Peripheral Manufacturing  
**Target Industries:** OEM  
**Contacts:**  
 Head of Sales: Lois Wiczewski  
 Head of Customer Service: Jim Blomquist  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 25

**TEAC CORP. OF AMERICA**  
 7733 Telegraph Road  
 Montebello, CA 90640  
 (213) 726-0303  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$15 Million - \$20 Million (1983)  
**Contacts:**  
 Head of Sales: Barry Goldman  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 125

**TECHNIAH INDUSTRIES, INC.**  
 200 Commerce Dr.  
 Rochester, NY 14623  
 (716) 334-9640  
**Major Markets:** Peripheral, Communications Equipment Manufacturing; Maintenance/Other Services  
**Target Industries:** Banking; Retail; Research; Military  
**Target Applications:** Data Storage; Message Recording; Product Inventory; Sales Analysis  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: N. R. Pyles  
 Head of Software: Al MacLean  
 Head of Customer Service: Robert Wagner  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 120

**TECMAR, INC.**  
 6225 Cochran Road  
 Solon, OH 44139  
 (216) 349-0600  
**Major Markets:** Computer Manufacturing; Peripheral, Communications Equipment Manufacturing  
**Target Industries:** Personal Computing; Scientific; Manufacturing  
**Target Applications:** Industrial Control; Office Networking  
**Contacts:**  
 Head of Sales: Carolyn Alpert  
 Head of Software: John Brandon  
 Head of Engineering: Ench Ringwald  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 350

**TEKTRONIX, INC.**  
 P.O. Box 500  
 D.S. 51-244  
 Beaverton, OR 97077  
 (503) 627-7111  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Engineering; Manufacturing; Television  
**Target Applications:** Test and Measurement; Graphics  
**Net Sales:** More than \$100 Million (1983)  
**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 22,000

**TELECON TERMINAL SYSTEMS**  
 3877 Grandview Blvd.  
 Los Angeles, CA 90066  
 (213) 390-9494  
**Major Markets:** Terminal Manufacturing  
**Target Industries:** Banking; Travel Industry  
**Contacts:**  
 Head of Sales: Leonard Winters  
 Head of Software: Geoffrey Schroder  
 Head of Engineering: Bernie Winters  
**Geographic Coverage:** International

**Year Established:** 1955  
**Number of Employees:** 15

**TELETRONIC, INC.**  
 Suite B  
 Salt Lake City, UT 84115  
 (801) 486-9266  
**Major Markets:** OEM (Computer Systems); Software House; Maintenance/Other Services  
**Target Industries:** Hospitality; General Business; Lodging  
**Target Applications:** Call Accounting  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: David J. Gray  
 Head of Engineering: Kerry Sharp  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 24

**TELETYPE COMPUTER PRODUCTS, INC.**  
 17131 Daimler St.  
 Irvine, CA 92714  
 (714) 557-6660  
**Major Markets:** Computer Manufacturing  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Sales: Jim Nishry  
 Head of Customer Service: D. Bello  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 70

**TELERAM COMMUNICATIONS CORP.**  
 2 Corp. Park Dr.  
 White Plains, NY 10604  
 (914) 694-9270  
**Major Markets:** Computer, Terminal, Peripheral Manufacturing; OEM (Computer Systems)  
**Target Industries:** Graphic Arts; Publishing; Government  
**Target Applications:** Text Editing  
**Contacts:**  
 Head of Sales: Robert Schwartz  
 Head of Customer Service: John K. Koffel  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 52

**TELEVIDEO SYSTEMS, INC.**  
 1170 Morse Ave.  
 Sunnyvale, CA 94086  
 (408) 745-7760  
**Major Markets:** Computer, Terminal Manufacturing  
**Target Industries:** Small Business; Home/Hobby  
**Contacts:**  
 Head of Sales: Sung Cho  
 Head of Software: Mark Siegal  
 Head of Engineering: Ernie Holland  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 1,000

**TELEX COMPUTER PRODUCTS, INC.**  
 6422 E. 41st St.  
 Tulsa, OK 74135

(918) 627-1111  
**Major Markets:** Terminal, Peripheral Manufacturing  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
 Head of Sales/Software: Roy L. King  
 Head of Customer Service: Douglas Kendrick  
**Geographic Coverage:** International  
**Year Established:** 1966  
**Number of Employees:** 2,000

**TELPAR, INC.**  
 4137 Billy Mitchell Road  
 Addison, TX 75001  
 (214) 233-6631  
**Major Markets:** Terminal, Peripheral, Communications Equipment Manufacturing  
**Target Industries:** Electronics; OEM  
**Contacts:**  
 Head of Sales/Software: W. E. Konrad  
 Head of Customer Service: Richard Ables  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 20

**TELION CORP.**  
 3330 W. Market St.  
 Akron, OH 44313  
 (216) 867-3700  
**Major Markets:** Computer, Peripheral, Communications Equipment Manufacturing  
**Target Industries:** Retail; Wholesale; Government; Distribution  
**Target Applications:** Order Entry; Remote Accounting; Inventory; Meter Reading  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
 Head of Sales: Randy Veatch  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 500

**TERMINAL DATA CORP.**  
 15733 Crabbs Branch Way  
 Rockville, MD 20855  
 (301) 921-8282  
**Major Markets:** Peripheral, Communications Equipment, Office Equipment Manufacturing; Retail Store; Distributor; Mail Order; Dealer; Miscellaneous Computer Supplies  
**Target Industries:** Communications; Government; Aerospace  
**Target Applications:** Remote Communication; Applied Analysis  
**Contacts:**  
 Head of Sales: Mark Teitelbaum  
**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 10

**TESDATA SYSTEMS CORP.**  
 7921 Branch Dr.  
 McLean, VA 22102  
 (703) 827-4000  
**Major Markets:** Computer, Communications Equipment Manufacturing  
**Target Applications:** Performance Measurement; Network Management

**Net Sales:** \$5 Million - \$25 Million (1981)

**Contacts:**  
Head of Sales: David Planning  
Head of Customer Service: John De Wit  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 200

## TEXAS INSTRUMENTS, INC.

Data Systems Group  
12501 Research Blvd.  
P.O. Box 2809  
Austin, TX 78769  
(512) 250-7111  
**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment  
**Manufacturing:** Software House  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
Head of Sales: Tom Ellis  
Head of Customer Service: George H. Heimeier  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:**

## THOUGHTWORKS, INC.

21836 N. 14th Ave.  
Suite A2  
Phoenix, AZ 85027  
(602) 581-0669  
**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Systems House (Commercial OEM)  
**Target Industries:** Military; Business  
**Target Applications:** OA  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Denise Grebb  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 18

## TOSHIBA AMERICA, INC.

I.S.D.  
2441 Michelle Dr.  
Tustin, CA 92680  
(714) 730-5000  
**Major Markets:** Computer, Peripheral, Office Equipment  
**Manufacturing:**  
**Target Industries:** High Volume Distribution  
**Contacts:**  
Head of Sales: Dan Crane  
Head of Software: Phil Vertin  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 60

## TRAK MICROCOMPUTER CORP.

1511 Ogden Ave.  
Downers Grove, IL 60515  
(312) 968-1716  
**Major Markets:** Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Computer Dealers; Systems Integrators; Computer Distributors  
**Net Sales:** \$1 Million - \$5 Million (1982)

## Contacts:

Head of Sales: Brian Gustafson  
Head of Customer Service: Jeff Munch  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 35

## TRANSWAVE CORP.

Computer Division  
Cedar Valley Facility  
P.O. Box 489  
Vanderbilt, PA 15486  
(412) 828-6303  
**Major Markets:** Component, Computer, Peripheral Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Manufacturing  
**Target Applications:** Process Control; Energy Management  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales: Barbara Kovell  
Head of Software: John Zimmerman  
Head of Engineering: Tod Shockey  
Head of Customer Service: Bob Parks  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 40

## TRANTOR SYSTEMS LTD.

4432 Enterprise St.  
Suite I  
Fremont, CA 94538  
(415) 490-3441  
**Major Markets:** Peripheral, Communications Equipment  
**Manufacturing:**  
**Target Industries:** Dealers  
**Contacts:**  
Head of Sales/Software: Chuck Finley  
Head of Engineering/Customer Service: Yell Sahae  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 12

## TRENDCOM/3M

Communication Products Div.  
480 Oakmead Pkwy.  
Sunnyvale, CA 94086  
(408) 737-0747  
**Major Markets:** Terminal, Peripheral  
**Manufacturing:**  
**Target Applications:** Electronic Mail; Remote Communications  
**Contacts:**  
Head of Sales: Bob Herriford  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

## TRIFORMATION SYSTEMS, INC.

3132 S. E. Jay St.  
Stuart, FL 33494  
(305) 283-4817  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Handicapped; Government  
**Target Applications:** Products for Blind  
**Net Sales:** \$1 Million - \$5 Million (1983)

## Contacts:

Head of Sales: Kurt Stepping  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 80

## TRILOG, INC.

17391 Murphy Ave.  
Irvine, CA 92714  
(714) 863-3033  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Manufacturing; Engineering  
**Target Applications:** CAD/CAM  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Sales/Software: Ron Carroll  
Head of Customer Service: LeRoy Thompson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

## TRW, INC.

23555 Euclid Ave.  
Cleveland, OH 44117  
(216) 383-2121  
**Major Markets:** Component Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** Government; Auto Manufacturing  
**Geographic Coverage:** International  
**Year Established:** 1901  
**Number of Employees:** 90,000

## TTX, INC.

3420 E. Third Ave.  
Foster City, CA 94404  
(415) 341-1300  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Software: Bill Crouch  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 40

## THE ULTIMATE CORP.

77 Brant Ave.  
Clark, NJ 07066  
(201) 388-8800  
**Major Markets:** OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM)  
**Target Industries:** Manufacturing; Distributors; General Business  
**Contacts:**  
Head of Sales/Software: William Schmetz  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 32

## UNICO, INC.

3725 Nicholson Road  
Franksville, WI 53126  
(414) 886-5678  
**Major Markets:** Component, Computer Manufacturing; OEM (Computer Systems)  
**Target Industries:** Automotive; Wood Products  
**Target Applications:** Press Feeders; Flying Cutoff; Rotor Motion; Rotary Cutoffs

**Net Sales:** \$5 Million - \$10 Million (1983)

**Contacts:**  
Head of Sales/Software: Al Engle  
Head of Engineering: Keith Van Patter  
Head of Customer Service: William Hammel  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 175

## UNICOMP CORP.

215 Plaza Towers  
Springfield, MO 65804  
(417) 883-6800  
**Major Markets:** OEM (Computer Systems); Software House; Systems House (Commercial OEM); Dealer; Maintenance/Other Services  
**Target Industries:** Legal/Medical; Small Utilities  
**Target Applications:** Litigation Support; WP; Risk Management; Accounting  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**  
Head of Sales/Software: Chris Bylander  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 17

## UNITED TECHNOLOGIES COMDEV

2006 Withfield Industrial Way  
Sarasota, FL 33580  
(813) 753-6411  
**Major Markets:** Computer, Communications Equipment  
**Manufacturing:** OEM (Computer Systems); Software House; Maintenance/Other Services; Manufacturing; Call Accounting  
**Equipment:**  
**Target Industries:** Distribution  
**Target Applications:** Telecommunications; Cost Allocation  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
Head of Software: Gerold Brown  
Head of Engineering/Customer Service: Al Queros  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 210

## UNIVATION

1037 N. Fair Oaks Ave.  
Sunnyvale, CA 94086  
(408) 745-0180  
**Major Markets:** Component Manufacturing; Peripheral, Communications Equipment  
**Manufacturing:**  
**Target Industries:** Fortune 500  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 30

## U.S. DESIGN CORP.

5100 Philadelphia Way  
Lanham, MD 20706  
(800) 368-2811  
**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services

# Vendors

**Net Sales:** \$500,000 - \$1 Million (1982)

**Contacts:**

Head of Sales: Larry Tashbook  
Head of Software: Bill Anderson  
Head of Customer Service: Stan Mar  
Morris

**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

**VARITYPER**

Div of AM International, Inc.  
11 Mt. Pleasant Ave.  
E. Hanover, NJ 07936  
(201) 887-9000

**Major Markets:** Computer Manufacturing  
**Target Industries:** Commercial Printing; Commercial Typography, In-plant Print and Composition; Commercial Design  
**Target Applications:** Typesetting; Telecommunications; Printing  
**Contacts:**  
Head of Sales: Richard M. Flanagan  
Head of Software: David Dineen  
Head of Customer Service: George Pick

**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 2,500

**VECTOR ELECTRONICS CO.**

12460 Gladstone Ave.  
Sylmar, CA 91342  
(818) 365-9661

**Major Markets:** Component, Peripheral Manufacturing  
**Contacts:**  
Head of Sales: Jack Martz  
**Geographic Coverage:** International  
**Year Established:** 1947  
**Number of Employees:** 150

**VECTOR GRAPHIC, INC.**

500 N. Ventura Park Road  
Thousand Oaks, CA 91320  
(805) 499-5831

**Major Markets:** Computer, Communications Equipment Manufacturing  
**Target Industries:** Agribusiness; Legal Market; Public Sector  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
Head of Sales: Ron Tharpe  
Head of Software: Dick Hahn  
Head of Engineering: Eric Dilks  
Head of Customer Service: Carlos Cardon  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 300

**VERMONT RESEARCH CORP.**

Precision Park  
N. Springfield, VT 05150  
(802) 886-2256

**Major Markets:** Component, Peripheral Manufacturing; OEM (Peripherals-Terminals)  
**Target Industries:** Manufacturing; Telecommunications  
**Target Applications:** Process Control; Robotics; CAD/CAM  
**Contacts:**  
Head of Sales: W. Austin III

Head of Software: R. C. Simmons  
Head of Customer Service: Robert Kaseta  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 210

**VERSATEC, INC.**

2710 Walsh Ave.  
Santa Clara, CA 95051  
(408) 988-2800

**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales: Cliff Eppart  
Head of Software: R. Murray  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 1,200

**VERTEX PERIPHERALS, INC.**

2150 Bering Dr.  
San Jose, CA 95131  
(408) 942-0606

**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales: J. Adkisson  
Head of Customer Service: Norm Hayes  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

**VICOM SYSTEMS, INC.**

2520 Junction Ave.  
San Jose, CA 95134  
(408) 945-5660

**Major Markets:** Component, Computer, Terminal, Peripheral Manufacturing; Maintenance/Other Services  
**Target Industries:** Oil; Medical  
**Contacts:**  
Head of Sales: Don McCoak  
Head of Software: Richard P. Lalauness  
Head of Engineering: William Zech  
Head of Customer Service: Don Sanshire  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 100

**VICTOR TECHNOLOGIES, INC.**

Corporate Headquarters  
10 Victor Square  
Scotts Valley, CA 95066  
(408) 438-7000

**Major Markets:** Computer, Terminal, Peripheral, Office Equipment Manufacturing; OEM (Peripherals-Terminals); Systems House (Commercial OEM)  
**Target Applications:** Business Accounting; Electronic Spreadsheet; WP; Banking Applications  
**Contacts:**  
Head of Sales: Van Lewis  
Head of Software: Robert Reed  
Head of Engineering: Japir Adeno  
Head of Customer Service: Robert Taylor  
**Geographic Coverage:** International  
**Year Established:** 1916

**VICTORY COMPUTER SYSTEMS, INC.**

1610 Baryessa Road

San Jose, CA 95133  
(408) 295-4600

**Major Markets:** Computer Manufacturing  
**Target Industries:** Distribution; OEM  
**Target Applications:** Industrial/Process; EDP  
**Net Sales:** \$500,000 - \$1 Million (1983)  
**Contacts:**  
Head of Sales: Dr. Roger W. Vass  
Head of Software: Dwane Miller  
Head of Customer Service: Dr. Gordon Keller  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 34

**VISTA SCIENTIFIC CORP.**

Datadyne  
P.O. Box 247  
King of Prussia, PA 19406  
(215) 322-2255  
**Major Markets:** Peripheral Manufacturing  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
Head of Sales: James Riggs  
Head of Software: John Keffer  
Head of Engineering: Joe Roding  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 23

**VISUAL COMPUTER, INC.**

135 Maple St.  
Marlboro, MA 01752  
(617) 480-0000

**Major Markets:** Computer Manufacturing  
**Contacts:**  
Head of Sales: William Machanic  
Head of Software: Albert Agbay  
Head of Engineering: Anil Mhatre  
Head of Customer Service: Nandu Marketkar  
**Year Established:** 1983  
**Number of Employees:** 50

**VIVITAR COMPUTER PRODUCTS**

2110 116 Ave. N. E.  
P.O. Box C-98075  
Bellevue, WA 98009  
(206) 454-9250

**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Retail; Distribution  
**Contacts:**  
Head of Sales: Lee Mannheim  
Head of Software: John Schultemaker  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 20

**VR DATA CORP.**

777 Henderson Blvd.  
Folsom, PA 19032  
(215) 461-5300

**Major Markets:** Peripheral Manufacturing; OEM (Computer Systems); Dealer/Distributor  
**Target Industries:** Retail; Manufacturing; Wholesaling  
**Target Applications:** Accounting

**Net Sales:** \$1 Million - \$5 Million (1983)

**Contacts:**

Head of Sales/Engineering: Michele Speed  
Head of Customer Service: William Glibub  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 18

**WANG LABORATORIES, INC.**

One Industrial Ave.  
Lowell, MA 01851  
(617) 459-5000

**Major Markets:** Component, Computer, Terminal, Peripheral, Communications Equipment, Office Equipment Manufacturing; Miscellaneous Computer Supplies  
**Target Industries:** Banking; Insurance; Legal; Government  
**Target Applications:** Data Entry; Electronic Mail; Human Resource Management; Programmer Utilities  
**Net Sales:** More than \$100 Million (1983)  
**Contacts:**  
Head of Sales/Software: Robert Doretti  
Head of Engineering/Customer Service: Frederick A. Wang  
**Geographic Coverage:** International  
**Year Established:** 1951  
**Number of Employees:** 26,000

**WAVE MATE, INC.**

14009 S. Crenshaw Blvd.  
Hawthorne, CA 90250  
(213) 978-8600

**Major Markets:** Computer Manufacturing  
**Target Industries:** OEM  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Customer Service: Dennis Painter  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 5

**WEBER MARKING SYSTEMS**

711 W. Algonquin Road  
Arlington Heights, IL 60005  
(312) 364-8500

**Major Markets:** Office Equipment Manufacturing  
**Target Industries:** Chemical; Pharmaceutical; Food Processing; Government  
**Contacts:**  
Head of Sales: J. B. Crassweller  
Head of Software: A. Swanson  
Head of Engineering: Tom Hechtlaub  
**Geographic Coverage:** International  
**Year Established:** 1932  
**Number of Employees:** 485

**WESTERN DYNEX CORP.**

3536 W. Osborn Blvd.  
Phoenix, AZ 85019  
(602) 269-6401

**Major Markets:** Peripheral Manufacturing; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Systems Houses; OEM; System Integrators

**Contacts:**  
Head of Sales/Software: Christine H. Fisher  
Head of Customer Service: Nick Chudasama  
**Geographic Coverage:** International  
**Year Established:** 1969

**WESTERN GRAPHTEC, INC.**  
(formerly Wetanabe Instrument)  
12 Chrysler St.  
Irvine, CA 92714  
(714) 770-6010  
**Major Markets:** Peripheral Manufacturing  
**Target Industries:** Engineering; Business  
**Target Applications:** Graphics; Electronics  
**Contacts:**  
Head of Sales: Jack Campbell  
Head of Customer Service: Edward P. Brooks  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 40

**WESTERN TELECOMPUTING CORP.**  
202 E. Kagy Blvd.  
Bozeman, MT 59715  
(406) 586-1511  
**Major Markets:** Computer Manufacturing; Systems House (Commercial OEM)  
**Target Industries:** Weather; Oil; Engineering  
**Target Applications:** Process Control  
**Net Sales:** \$100,000 - \$500,000 (1983)  
**Contacts:**  
Head of Sales: Bob Johnson  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 10

**WESTERN TELEMATIC, INC.**  
2435 S. Anne St.  
Santa Ana, CA 92704  
(800) 854-7226  
**Major Markets:** Peripheral, Communications Equipment Manufacturing  
**Target Industries:** Data Communications; PBX Telephone Industry  
**Contacts:**  
Head of Software: David Shumway  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 20

**WESTREX OEM PRODUCTS**  
51 Penn St.  
Fall River, MA 02724  
(617) 676-1011  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales/Software: J. C. Murray  
Head of Customer Service: Tom Wincent  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 300

**WICAT SYSTEMS, INC.**  
1875 S. State St.

P.O. Box 539  
Orem, UT 84057  
(801) 224-6400  
**Major Markets:** Computer Manufacturing; OEM (Peripherals-Terminals); Software House  
**Target Industries:** Education; General Business  
**Target Applications:** Accounting; WP  
**Net Sales:** \$10 Million - \$15 Million (1983)  
**Contacts:**  
Head of Sales: Frank Richardson  
Head of Engineering: Tom Seal  
Head of Customer Service: Bill Bramlett  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 600

**WILLIAMS COMPUTER PRODUCTS**  
21582 Surveyor Circle  
Huntington Beach, CA 92646  
(714) 960-8487  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Distributor; Broker  
**Target Industries:** Small Business; System Integrators  
**Contacts:**  
Head of Sales: Frank Landau  
Head of Software: George Williams  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 7

**WINCHESTER SYSTEMS, INC.**  
400 W. Cummings Park  
Woburn, MA 01801  
(617) 933-8500  
**Major Markets:** Peripheral Manufacturing  
**Contacts:**  
Head of Sales: Joel Leider  
**Geographic Coverage:** International  
**Year Established:** 1981

**WINTER CORP.**  
1801 South St.  
Lafayette, IN 47904  
(317) 742-8428  
**Major Markets:** Computer Manufacturing; Software House; Maintenance/Other Services  
**Target Industries:** OEM  
**Target Applications:** Industrial Control  
**Contacts:**  
Head of Engineering: Stephen E. Belter  
Head of Customer Service: James B. Wilson  
**Geographic Coverage:** National  
**Year Established:** 1973  
**Number of Employees:** 12

**WORLD STORAGE TECHNOLOGY**  
14251 Franklin Ave.  
Tustin, CA 92680  
(714) 838-1491  
**Major Markets:** OEM (Peripherals-Terminals)  
**Contacts:**  
Head of Sales: J. Barrie Clark  
**Geographic Coverage:** International  
**Year Established:** 1983

**Number of Employees:** 130

**XCOMP, INC.**  
3554 Ruffin Road  
San Diego, CA 92123  
(619) 573-0077  
**Major Markets:** Component Manufacturing  
**Target Industries:** OEM; Retail Market  
**Contacts:**  
Head of Software: Casey Ferguson  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 50

**XEBEC**  
432 Lakeside Dr.  
Sunnyvale, CA 94086  
(408) 733-4200  
**Major Markets:** Component, Terminal Manufacturing  
**Contacts:**  
Head of Sales: James Lawson  
Head of Customer Service: Don Redman  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 600

**XEROX CORP.**  
Headquarters  
800 Longridge Road  
P.O. Box 1600  
Stamford, CT 06904  
(203) 329-8700  
**Major Markets:** Computer, Terminal, Peripheral, Office Equipment  
**Manufacturing:** Software House; Systems House (Commercial OEM); Maintenance/Other Services; Miscellaneous Computer Supplies  
**Target Industries:** Government; General Business; Consumer  
**Target Applications:** Cross Industry; DP  
**Net Sales:** More than \$100 Million (1984)  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 110,000

**XYCOM, INC.**  
750 N. Maple Road  
Saline, MI 48176  
(313) 429-4970  
**Major Markets:** Computer Manufacturing; Data Services (Service Bureau)  
**Target Industries:** Manufacturing; Large OEM  
**Target Applications:** Automation  
**Contacts:**  
Head of Sales: James McEachen  
**Geographic Coverage:** Japan, Canada  
**Year Established:** 1969  
**Number of Employees:** 150

**XVZTEK CORP.**  
8000 E. Prentice Ave.  
Suite B-7  
Englewood, CO 80111  
(303) 850-9400  
**Major Markets:** Computer, Peripheral Manufacturing  
**Target Industries:** CAD/CAM  
**Geographic Coverage:** International  
**Year Established:** 1982

**Number of Employees:** 5

**YOKOGAWA OF AMERICA**  
2 Dart Road  
Shenandoah, GA 30265  
(404) 253-7000  
**Major Markets:** Peripheral Manufacturing; Instrument Manufacturing  
**Target Industries:** OEM  
**Target Applications:** Graphic  
**Net Sales:** \$30 Million - \$50 Million (1983)  
**Contacts:**  
Head of Software: Richard Cox  
**Geographic Coverage:** National  
**Year Established:** 1957  
**Number of Employees:** 100

**ZAX CORP.**  
2572 White Road  
Irvine, CA 92714  
(714) 474-1170  
**Major Markets:** Computer Manufacturing  
**Target Industries:** Engineering; General Business; Design Engineering  
**Net Sales:** \$10 Million - \$15 Million (1982)  
**Contacts:**  
Head of Sales: Hal Horrocks  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 75

**ZENDEX CORP.**  
6700 Sierra Lane  
Dublin, CA 94568  
(415) 828-3000  
**Major Markets:** Component, Computer Manufacturing  
**Target Industries:** Industrial Control  
**Contacts:**  
Head of Sales/Software: James Bairry  
Head of Customer Service: Scott Robertson  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 45

**ZENITH DATA SYSTEMS**  
1000 Milwaukee Ave.  
Glenview, IL 60025  
(312) 391-8860  
**Major Markets:** Computer, Terminal, Peripheral, Office Equipment  
**Manufacturing:** OEM (Computer Systems); OEM (Peripherals-Terminals); Miscellaneous Computer Supplies  
**Target Industries:** Fortune 1000; Small Business; OEM Computer Equipment; Higher Education  
**Target Applications:** QA; Graphics; Accounting  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Contacts:**  
Head of Sales: John Frank  
Head of Software: Arthur Lambert  
Head of Engineering: Tom Domback  
Head of Customer Service: Hoy Chang  
**Geographic Coverage:** International  
**Year Established:** 1979

## Vendors

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Number of Employees: 1,000

### **ZENTEC CORP.**

2400 Walsh Ave.  
Santa Clara, CA 95050  
(408) 727-7667

**Major Markets:** Computer  
Manufacturing; Terminal

**Target Industries:** OEM; System  
Integrators

**Contacts:**  
Head of Sales: Bob Angus  
Head of Engineering/Customer  
Service: Richard Piehl  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 200

### **ZILOG, INC.**

1315 Dell Ave.  
Campbell, CA 95008  
(408) 370-8000

**Major Markets:** Component,  
Computer Manufacturing;  
Dealer/Distributor;  
Maintenance/Other Services

### **Contacts:**

Head of Sales: Jerald B. Higgins  
Head of Customer Service: Thomas  
J. Popek  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 1,500

### **ZOBEX**

10845 Wheatland Ave.  
Santee, CA 92071  
(619) 562-9305

**Major Markets:** Component,  
Computer Manufacturing  
**Geographic Coverage:** National  
**Year Established:** 1979

### **ZONIC CORP.**

2000 Ford Circle  
Miford, OH 45150  
(513) 248-1911

**Major Markets:** Computer  
Manufacturing; OEM (Computer  
Systems)

**Target Industries:** Automotive;  
Petroleum; Chemical; Aerospace  
**Target Applications:** Machine

Health Monitoring; Torsional  
Exciters; FFT Analyzers; Model  
Analysis  
**Net Sales:** \$1 Million - \$5 Million  
(1982)

### **Contacts:**

Head of Sales: Dave Durham  
Head of Software: Jerry Zobrist  
Head of Engineering: James Deel  
Head of Customer Service: James  
Webb  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 40

### **ZYDECO, INC.**

636 Highlandia Dr.  
Baton Rouge, LA 70810  
(504) 291-5530

**Major Markets:** Component  
Manufacturing; Computer  
Manufacturing; OEM (Computer  
Systems); Software House; Systems  
House (Commercial OEM);  
Maintenance/Other Services  
**Target Industries:** Manufacturing;  
Petroleum

**Target Applications:** Process  
Control

### **Contacts:**

Head of Sales/Software: Edie  
Blanchard  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 15

### **3M CO.**

Data Recording Products  
3M Center  
Building 225-5N-04  
P.O. Box 33600  
St. Paul, MN 55133  
(612) 733-1892

**Major Markets:** Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies; Magnetic Media

**Target Applications:** Magnetic  
Media

### **Contacts:**

Head of Sales: Curtis Koefod  
Head of Software: Gerald R. Wallin  
**Geographic Coverage:** International  
**Number of Employees:** 85,700  
**Year Established:** 1902

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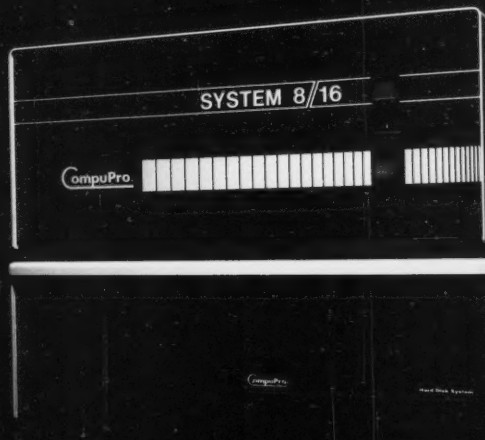
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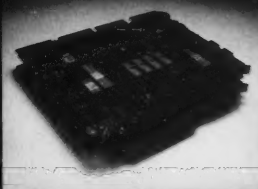
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AMERICAN INFORMATION SYSTEMS

# Computer Systems Index

## Index to Computer Systems by Class

The index and the listings for the computer systems section of the guide have been arranged according to computer classification — microcomputers/personal computers, supermicrocomputers, small business systems and transportable computers. Within each category, the entries have been arranged in alphabetical order by vendor name. The index contains information on the model number, the price and the page on which the complete product listing can be found.

### Micros/Personal Computers

VENDOR	MODEL	PRICE	PAGE
A. B. Dick Co.	KNOWLEDGE WORKER	\$7,500	A-15
Action Computer	DISCOVERY 500	\$7,640	A-15
	DISCOVERY 1600	\$3,360	A-15
Action Instruments Co., Inc.	BC 2	\$3,500	A-15
	BC 3	\$6,000	A-15
Acta Systems	CPU 3000	\$7,875	A-15
	POS 15	\$35,000	A-15
Acurex Corp.	AUTODATA TEN/50	\$18,000	A-15
Adac Corp.	BASYS	\$10,000	A-15
Advanced Digital Corp.	SUPERQUAD	\$2,200	A-15
	SUPERSLAVE	\$2,200	A-15
	SUPERSTAR	\$6,000	A-15
	SUPERSYSTEM II	\$6,000	A-15
Advanced Digital Products	PDQ-3	\$2,995	A-15
	PDQ-23	\$3,000	A-15
Advanced Micro Devices	AM SYS 29/2910B	\$13,495	A-16
Algorithmics	8D	\$5,000	A-16
	ALCO 2100	\$6,500	A-16
Alpha Micro Systems	AM-1000	\$25,000	A-16
	AM-1000E	\$25,000	A-16
	AM-1042	\$40,000	A-16
	AM-1072	\$45,000	A-16
	AM-1082	\$60,000	A-16
	AM-1092	N/A	A-16
Alpsa Computer, Inc.	ACI-1	\$2,000	A-16
Altos Computer Systems	588 SERIES	\$7,990	A-16
	986 SERIES	\$12,000	A-16
	ACS 8000 SERIES	\$2,840	A-16
	ACS 8600 SERIES	\$12,500	A-16
	ACS 68000	\$14,500	A-16
	ALTOS SERIES 5	\$2,990	A-16
	ALTOS 580 SERIES	\$2,990	A-16
AMF Logic Sciences, Inc.	HSR 11-B	\$15,500	A-16
Ampex	AMPEX 4000	\$2,200	A-16
	AMPEX 6500	N/A	A-16
Amtel Systems Corp.	MESSSENGER I	\$10,000	A-16
	MESSSENGER II LEVEL 1	\$20,000	A-16
	MESSSENGER II LEVEL 2	\$30,000	A-16
Analog Devices	MACSYM-150	\$6,500	A-16
	MACSYM-350	\$6,500	A-16
Andromeda Systems, Inc.	11/B	\$7,500	A-16
	11/H	\$10,000	A-16
	11/M	\$5,000	A-16
Androtek / DMI	RIGEL II	\$20,000	A-16
Apple Computer, Inc.	APPLE IIe	\$1,395	A-16
	APPLE III+	\$2,995	A-16
Applied Digital Data Systems, Inc.	MULTIVISION I	\$2,480	A-16
	MULTIVISION 8-15	\$4,710	A-16
	MULTIVISION 8-5	\$4,455	A-16
	AD SYSTEM 10	\$250,000	A-16
Applied Dynamics International	ARC BATCHER	\$6,000	A-16
ARC Automation Service, Inc.	INTELLIGENT TERMINAL	\$9,000	A-16
Astronautics Corp. of America	PERSONAL COMPUTER 6500	\$2,745	A-16
AT&T Information Systems	4901 DOCUMENTOR	\$6,000	A-16
ATV Systems, Inc.	J300	\$12,000	A-16
	J500	\$12,000	A-16
Autotech Corp.	DACMASTER 6000	\$32,000	A-16

# Computer Systems Index

VENDOR	MODEL	PRICE	PAGE
<b>Automatic Control Electronics Co.</b>	80/90	\$30,000	A-19
	80 EC	\$30,000	A-19
	80 EC-II	\$30,000	A-19
	80 EC FM	\$30,000	A-19
	80 EC FM-II	\$30,000	A-19
	SCORPION	\$17,000	A-19
<b>Avatar Technologies, Inc.</b>	AVATAR TC1	\$1,595	A-20
	AVATAR TC10	\$3,595	A-20
	AVATAR TC100	\$1,995	A-20
	AVATAR TC110	\$3,995	A-20
<b>Aydin Corp.</b>	5219 DISPLAY SYSTEM	\$3,500	A-20
	AYCON 15	\$11,000	A-20
	AYCON 17	\$3,000	A-20
<b>Betacom Corp.</b>	PCM SERIES 1000	\$995	A-20
	PCM SERIES 2000	\$1,500	A-20
<b>Billings Computer Corp.</b>	500	\$2,500	A-20
	6000	\$5,000	A-20
	BC-12DF2M	\$3,500	A-20
	BC-12FD	\$1,995	A-20
<b>Buck Engineering, Inc.</b>	AA 348	\$3,000	A-20
<b>Bunker Ramo Electronic Systems</b>	BR1720	\$65,000	A-20
<b>CAD Counsel</b>	PROTEAN	\$7,950	A-21
<b>Cadinc, Inc.</b>	CIM STATION	\$60,000	A-21
<b>Canon U.S.A., Inc.</b>	AS-100	\$3,000	A-21
	TX-50	\$1,295	A-21
<b>Cardkey Systems</b>	PASS-3000	N/A	A-21
	PASS-4000	\$49,500	A-21
<b>Casio, Inc.</b>	FP 1000/1100	\$2,800	A-21
<b>Challenge Systems</b>	TWP-TRANSLATION WORD PROCESSOR	\$24,650	A-21
<b>Chromatics, Inc.</b>	CG SERIES	\$6,000	A-21
	CGC 7900	\$12,000	A-21
<b>Codata Systems Corp.</b>	3300	\$7,800	A-21
	SERIES 3400	\$10,000	A-21
<b>Colby Computers</b>	COLBY CONVERSION SYSTEM PC 2.0	\$899	A-21
	COLBY CONVERSION SYSTEM PC 2.1	\$1,540	A-21
	COLBY CONVERSION SYSTEM PC 2.3	\$3,250	A-21
	COLBY CONVERSION SYSTEM 2.0	\$1,188	A-22
	COLBY CONVERSION SYSTEM 2.2	\$1,890	A-22
	PC 3.1	\$2,495	A-22
	PC 3.2	\$2,795	A-22
	PC 3.3	\$4,150	A-22
	PC 3.3R	\$4,495	A-22
	PC 5	\$2,495	A-22
	PC 6	\$2,495	A-22
<b>Coleco Industries, Inc.</b>	ADAM	\$750	A-22
<b>Colex America, Inc.</b>	COLEX 880	\$3,510	A-22
<b>Columbia Data Products, Inc.</b>	964	\$4,995	A-22
	1500	\$3,000	A-22
	1600-1	\$3,170	A-22
	1800	\$3,000	A-22
	F64	\$4,495	A-22
	M64	\$2,195	A-22
<b>Comark Corp.</b>	DISKTOR M-4	\$7,000	A-24
<b>Commodore Business Machines, Inc.</b>	C64	\$595	A-24
	CBM 8032	\$1,495	A-24
	PET 4032	\$995	A-24
	SUPER PET	\$1,995	A-24
	VIC 20	\$299	A-24
<b>Compal, Inc.</b>	EZ TYPE	\$5,695	A-24
<b>Compaq Computer Corp.</b>	COMPAQ	\$2,495	A-24
	COMPAQ PLUS	\$4,995	A-24
	DESKPRO MODEL 1	\$2,495	A-24
	DESKPRO MODEL 2	\$2,995	A-24
	DESKPRO MODEL 3	\$4,995	A-24
	DESKPRO MODEL 4	\$7,195	A-24
<b>Compucorp</b>	600 SERIES	\$4,995	A-24
	700 SERIES	\$4,995	A-24
<b>Computer Automation, Inc.</b>	OMNIX 186	\$7,000	A-24
<b>Computer Systems</b>	ASC/80	\$5,000	A-25
<b>Computer Transceiver Systems, Inc.</b>	XL MICROCOMPUTER	\$2,695	A-25
<b>Contel Cado Computer Systems</b>	CAT III	\$10,000	A-25
	SYSTEM 20/24	\$16,000	A-25
	TIGER ATS-16	\$10,200	A-25
<b>Convergent Technologies, Inc.</b>	AWS COLOR GRAPHIC	\$5,000	A-25
	AWS TURBO	\$4,000	A-25
	IWS	\$8,000	A-25
	IWS GRAPHICS	\$10,000	A-25
<b>Corona Data Systems</b>	CORONA PC HD	\$3,850	A-25

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VENDOR	MODEL	PRICE	PAGE
<b>Corona Data Systems</b>	CORONA PC-1	\$2,350	A-25
	CORONA PC-2	\$1,950	A-25
	PERSONAL BEST	\$4,795	A-25
	PPC-XT	\$4,095	A-25
<b>Corvus Systems, Inc.</b>	CONCEPT W.S. I.	\$5,000	A-25
	CONCEPT W.S. II	\$6,000	A-26
	CORVUS CONCEPT	\$5,000	A-26
	CORVUS CONCEPT+	\$5,995	A-26
	CORVUS UNIPLEX	\$4,495	A-26
<b>CR Computer Systems, Inc.</b>	CR 7	\$3,000	A-26
	CR 16	\$5,500	A-26
	CR 32	\$12,000	A-26
<b>Cromemco, Inc.</b>	C-10-SP	\$1,785	A-26
	CS0	\$1,295	A-26
	CS1	\$3,995	A-26
	CS1D2	\$4,995	A-26
	CS1D5E	\$6,495	A-26
	CS1H	\$6,995	A-26
	CS1HD2	\$8,495	A-26
	CS1HD5E	\$9,495	A-26
	CS2	\$4,695	A-27
	CS2D2	\$5,995	A-27
	CS2D5E	\$6,495	A-27
	CS2H	\$6,495	A-27
	CS2HD2	\$9,495	A-27
	CS2HD5E	\$10,995	A-27
	CS3A	\$6,995	A-27
	CS3D2	\$7,995	A-27
	CS3D5E	\$9,995	A-27
	CS3H	\$9,495	A-27
	CS3HD2	\$10,495	A-27
	CS3HD5E	\$12,495	A-27
<b>Cybersystems, Inc.</b>	CYKEY 9980	\$7,000	A-27
	CYKEY 9990	\$7,300	A-27
	DAC-5000	\$2,500	A-28
<b>Daisy Systems Corp.</b>	GATEMASTER	\$100,000	A-28
	LOGICIAN	\$75,000	A-28
	LOGICIAN D	\$35,000	A-28
<b>Datascopy Corp.</b>	WIPS 800	\$1,800	A-28
<b>Data Design Logic Systems, Inc.</b>	CAD MASTER	\$32,000	A-28
<b>Data General Corp.</b>	DESKTOP GENERATION MODEL 30	\$12,780	A-28
<b>Datamax</b>	UV1	\$12,000	A-28
	UV1R	\$12,000	A-28
<b>Datapoint Corp.</b>	1580	\$6,000	A-28
	VISTA-PC	\$4,795	A-28
<b>Dataram Corp.</b>	A 22/A	\$6,580	A-28
	A 22/B	\$9,050	A-28
	A 22/C	\$6,490	A-28
	A 22/D	\$12,640	A-28
	A 22/E	\$11,260	A-28
	W 22	\$14,750	A-28
<b>Data Technologies Industries</b>	ASSOCIATE	\$2,500	A-29
	ASSOCIATE + 5	\$3,000	A-29
	ASSOCIATE + 10	\$4,000	A-29
	ASSOCIATE + 15	\$4,300	A-29
<b>Data Tools International, Inc.</b>	M/8	\$9,000	A-29
<b>Datavue Corp.</b>	DB 3000	\$4,995	A-29
<b>Datron</b>	DV-9	\$4,000	A-29
	FAC-PAC	\$1,700	A-29
<b>David Computer, Inc. USA</b>	203-ID	N/A	A-29
	203-IR	N/A	A-29
<b>Davidge Corp.</b>	DSB-4000/6000	\$995	A-29
<b>D.B.E. International, Inc.</b>	DBS 16	\$3,495	A-29
<b>Delta Data Systems Corp.</b>	7265/8T	N/A	A-29
	8365T	N/A	A-29
	8400T	N/A	A-30
<b>Dicom Industries</b>	401B	\$15,000	A-30
<b>Digicom Research Corp.</b>	DELPHI-100	\$34,000	A-30
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	ZW-151-22	\$4,499	A-58
<b>Zentec Corp.</b>	SERIES 2000	\$9,000	A-58
	SERIES 2025	\$11,000	A-58
<b>Zonic Corp.</b>	ZONIC 6081	\$20,000	A-58
	ZONIC 6088	\$25,000	A-58
<b>Zydec, Inc.</b>	ZDM 3200	\$10,000	A-58

## Small Business Computers

VENDOR	MODEL	PRICE	PAGE
<b>Alcyon Corp.</b>	A68KPM SINGLE BOARD COMPUTER	\$4,400	A-70
	APS RMS RACKMOUNT WORKSTATION	\$9,950	A-70
	APS WORKSTATION	\$9,950	A-70
	APX EXTENDED PROCESSOR	\$29,995	A-70
<b>Alpsa Computer, Inc.</b>	ACI-2	\$1,995	A-70
<b>Burroughs Corp.</b>	B25	\$4,000	A-70
	B95	\$18,000	A-70
	B96	\$10,000	A-70
	B96 SYSTEM	\$30,000	A-71
	B930 MULTIPROCESSOR SYSTEM	\$45,000	A-71
	B1990 CMS	\$70,000	A-71
	B1990 DP	\$140,000	A-71
	B1990 SP	\$95,000	A-71
<b>California Computer Systems</b>	CALSTAR	\$2,800	A-71
	MODEL 2310	\$2,000	A-71
	SLIM-LINE 3000	\$4,000	A-71
	SYSTEM 300	\$3,500	A-71
	SYSTEM 400	\$5,000	A-71
<b>Centurion Computer Corp.</b>	CENTURION 6400	\$39,500	A-71
	CENTURION 6500	\$36,700	A-71
	MICRO PLUS SERIES	\$15,000	A-71
	SERIES 5200	\$21,000	A-71
	SERIES 5300	\$20,000	A-71
<b>Century Computer Corp.</b>	CC200	\$20,000	A-71
	VANGUARD 8000	\$3,295	A-72
<b>Charter Information Corp.</b>	CHARTER INFORMATION-SYSTEM 4	\$10,000	A-72
<b>CIE Systems, Inc.</b>	680/20	\$10,000	A-72
	680/30	\$11,000	A-72

# Computer Systems Index

VENDOR	MODEL	PRICE	PAGE
<b>CIE Systems, Inc.</b>	680/35	\$24,000	A-72
	680/40	\$27,000	A-72
<b>Colonial Data Services Corp.</b>	SB80	\$2,495	A-72
	SB80/4	\$4,400	A-72
<b>Columbia Data Products, Inc.</b>	1600-4	\$4,770	A-72
<b>CompuPro</b>	816/A	\$5,495	A-72
	816/B	\$6,995	A-72
	816/C	\$6,995	A-72
	816/D	\$13,995	A-72
	816/E	\$8,995	A-72
	816/F	\$14,995	A-72
	816/Z	\$4,995	A-72
	COMPUPRO 10	\$5,995	A-73
<b>Computer Automation, Inc.</b>	OMNIX 186	\$8,000	A-73
<b>Computer Shop</b>	BEACON	\$8,000	A-73
	STARLITE SERIES	\$3,500	A-73
<b>Computone Systems, Inc.</b>	CONTROL CENTER 3	\$10,000	A-73
	CONTROL CENTER 3/MP	\$19,000	A-73
<b>Data General Corp.</b>	CS100	\$9,000	A-73
	CS120C	N/A	A-73
	CS200A	\$13,000	A-73
	CS200B	\$28,000	A-73
	CS200C	N/A	A-73
<b>Datamedia Corp.</b>	DATAMEDIA 932 SYSTEM FAMILY	\$15,000	A-73
<b>Datapoint Corp.</b>	1560	\$5,750	A-73
<b>Digital Equipment Corp.</b>	DECIMATE II	N/A	A-73
	PDP-11/23+	\$21,000	A-73
	PDP-11/24	\$32,000	A-73
<b>Display Data Corp.</b>	8300	\$40,000	A-73
<b>D&amp;N Micro Products, Inc.</b>	D&N MICRO 65	\$2,995	A-74
	D&N MICRO 80	\$3,000	A-74
<b>Durango Systems, Inc.</b>	POPPY	\$4,000	A-74
	POPPY II	\$9,900	A-74
<b>Dynabyte</b>	6000T	\$8,995	A-74
	MONARCH 6000	\$5,995	A-74
	MONARCH 6600	\$9,995	A-74
	MONARCH 6900	\$5,995	A-74
<b>Epson America, Inc.</b>	QX-10	\$2,495	A-74
<b>Four-Phase Systems, Inc.</b>	2000 SERIES SYSTEM 220	\$7,000	A-74
	2000 SERIES SYSTEM 240	\$13,000	A-74
	2000 SERIES SYSTEM 280	\$20,000	A-74
<b>Franklin Computer Corp.</b>	ACE 1200 OMS	\$2,295	A-74
<b>General Automation</b>	ZEBRA 700	\$11,000	A-74
	ZEBRA 750	\$9,300	A-74
	ZEBRA 2500	\$21,425	A-74
	ZEBRA 3000	\$28,900	A-75
	ZEBRA 3500	\$28,000	A-75
	ZEBRA 5500	\$55,300	A-75
<b>General Robotics Corp.</b>	GEMINI SERIES	\$9,000	A-75
	HERCULES	\$12,000	A-75
	SCORPIO	\$5,000	A-75
<b>Hewlett-Packard Co.</b>	HP 125 SERIES	\$3,000	A-75
	HP 250	\$20,000	A-75
<b>Honeywell Information Systems, Inc.</b>	6/32	\$26,000	A-75
	6/34	\$30,000	A-75
	DPS 6/31	\$19,500	A-75
<b>IBM</b>	SYSTEM/23 DATAMASTER	\$10,000	A-75
	SYSTEM/34	\$20,000	A-75
	SYSTEM/36	\$40,000	A-75
<b>ICL</b>	DRS20 (SERIES)	\$7,000	A-75
	SYSTEM 25	\$35,000	A-76
<b>Independent Business Systems, Inc.</b>	ULTRAFRAME	\$7,500	A-76
<b>Industrial Computer Designs, Inc.</b>	VANTAGE POINT COMPUTER	\$6,500	A-76
<b>Interlec</b>	HEADSTART	\$5,990	A-76
<b>Logical Business Machines</b>	LXT	\$5,900	A-76
<b>NDS Gantel</b>	SYSTEM 20	\$23,000	A-76
	SYSTEM 40	\$55,000	A-76
<b>Microdata Corp.</b>	4000 SERIES	N/A	A-76
<b>Micromation, Inc.</b>	M/SYSTEM	\$11,500	A-76
	MARINER	\$11,250	A-76
	MI SYSTEM	\$6,990	A-76
<b>NCR Corp.</b>	TOWER	\$24,245	A-76
	15020	\$26,000	A-76
<b>NEC Information Systems</b>	ASTRA 210	\$11,800	A-76
	ASTRA 230	\$13,500	A-76
	ASTRA 250	\$21,900	A-77
	ASTRA 270	\$27,000	A-77
<b>Mixdorf Computer Corp.</b>	8845	\$3,000	A-77

## Computer Systems Index

VENDOR	MODEL	PRICE	PAGE
<b>Northstar Computers, Inc.</b>	ADVANTAGE 8/16	\$3,000	A-77
	HORIZON 8116 TURBO DOS	\$3,000	A-77
	NORTHSTAR DIMENSION	\$7,000	A-77
<b>Octagon Computer Systems, Inc.</b>	OCTAGON 8/16	\$7,350	A-77
<b>OSM Computer Corp.</b>	ZEUS 3X	\$10,800	A-77
	ZEUS 3X/16	N/A	A-77
	ZEUS 4	\$4,900	A-77
	ZEUS 4/16	N/A	A-77
<b>Pertec Computer Corp.</b>	SABRE	\$15,000	A-77
	SYSTEM 3200	\$5,000	A-77
<b>Plessey Peripheral Systems, Inc.</b>	9200	\$8,300	A-77
	9600/6700	\$17,400	A-77
	9600/6700	\$17,250	A-78
<b>Q1 Corp.</b>	Q1-68000	\$13,000	A-78
	Q1-68000 DESKTOP	\$7,500	A-78
	Q1/LITE	\$10,000	A-78
	Q1/MICROLITE	\$5,500	A-78
<b>Rair Computer Corp.</b>	RAIR BUSINESS COMPUTER	\$8,000	A-78
<b>Raytheon Co.</b>	RDS SIGNATURE 8200	\$9,050	A-78
<b>Retail Solutions, Inc.</b>	THE RETAILER	\$14,000	A-78
<b>Singer Data Products</b>	9121	\$3,495	A-78
	9231	\$6,000	A-78
	9241	\$4,500	A-78
<b>Smoke Signal Broadcasting</b>	V-W20T20	\$4,325	A-78
	V-5XW20	\$4,325	A-78
	V-5XW5	\$4,325	A-78
	V-5XW20T20	\$4,352	A-78
	V-524	\$4,325	A-79
<b>Solvation, Inc.</b>	SOLVATION 7000	\$15,000	A-79
<b>Southern Computer Systems, Inc.</b>	SCS-9000	\$20,000	A-79
<b>Sperry Corp.</b>	90/30 SYSTEM	\$52,728	A-79
	90/60 SYSTEM	N/A	A-79
	90/80 SYSTEM	N/A	A-79
	1900/10 SYSTEM	\$31,404	A-79
	BC7	\$13,000	A-79
	SYSTEM 80 MODELS 3 & 5	\$59,851	A-79
	SYSTEM 80 MODELS 4 & 6	\$66,082	A-79
<b>TeleVideo Systems, Inc.</b>	TS-804	\$4,995	A-79
	TS-806/20	\$16,995	A-79
	TS-816/40	\$16,995	A-79
<b>Texas Instruments, Inc.</b>	BUSINESS SYSTEM 200 SERIES	\$8,495	A-79
	BUSINESS SYSTEM 300 SERIES	\$12,495	A-79
<b>The Ultimate Corp.</b>	ULTIMATE 750	\$20,000	A-79
	ULTIMATE 1000	\$32,000	A-79
	ULTIMATE 2000S	\$34,000	A-80
<b>Wang Laboratories, Inc.</b>	2200 LVP	\$8,500	A-80
	2200 LVPC	\$9,000	A-80
	2200 MVP	\$4,300	A-80
	2200 MVPC	\$6,000	A-80
	2200 SVP	\$4,500	A-80
<b>Wave Mate, Inc.</b>	BULLET	\$1,595	A-80
	SUPER BULLET	\$2,595	A-80
<b>Wintek Corp.</b>	SPRINT 68	\$3,649	A-80
<b>Xerox Corp.</b>	16/8	\$3,395	A-80
	8010	\$9,995	A-80
<b>Zilog, Inc.</b>	SYSTEM 8000 MODEL 11	\$14,950	A-80
	SYSTEM 8000 MODEL 11 PLUS	\$18,950	A-80
	SYSTEM 8000 MODEL 21	\$21,950	A-80
	SYSTEM 8000 MODEL 31	\$31,950	A-80
<b>Zobex</b>	S-11	\$4,000	A-80

## Supermicrocomputers

VENDOR	MODEL	PRICE	PAGE
<b>Apple Computer, Inc.</b>	LISA 2	\$3,495	A-58
	MACINTOSH	\$2,495	A-58
<b>AT&amp;T Information Systems</b>	3B2/300	\$9,950	A-58
<b>Aydin Corp.</b>	AYCON 2000	\$7,600	A-58
<b>Calton Data Systems, Inc.</b>	UNISTAR 100	\$9,950	A-59
	UNISTAR 200	\$13,950	A-59
	UNISTAR 300	\$19,995	A-59
	PASS-410	N/A	A-59

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VENDOR	MODEL	PRICE	PAGE
Cardkey Systems	PASS-3100	N/A	A-59
Charles River Data Systems, Inc.	UNIVERSE 68	\$9,600	A-59
	UNIVERSE 2203	\$14,900	A-59
Comark Corp.	DISKTOR M-5	\$10,995	A-59
Contel Cado Computer Systems	TIGER ATS-32	\$20,000	A-59
	TIGER ATS-64	\$50,000	A-59
CYB Systems, Inc.	WORKMASTER	\$22,000	A-59
	WORKMANAGER	\$13,500	A-59
Data General Corp.	DESKTOP GENERATION MODEL 10	\$5,705	A-59
	DESKTOP GENERATION MODEL 10SP	\$8,155	A-59
	DESKTOP GENERATION MODEL 20	\$10,780	A-59
Delta Data Systems Corp.	9000T	N/A	A-59
Digital Equipment Corp.	MICROVAX I	N/A	A-60
Digital Systems, Inc.	DE/4000	\$10,000	A-60
Elite Computer Systems Corp.	CONSULTANT I	\$17,900	A-60
	CONSULTANT II	\$19,900	A-60
Enhancement Technology, Inc.	ISODATA MODEL II	\$25,000	A-60
Florida Computer Graphics	BEACON 400 SERIES	\$8,000	A-60
	BEACON 420	\$7,995	A-60
	BEACON 440	\$9,950	A-60
	BEACON 610	\$15,000	A-60
Grid Systems Corp.	COMPASS FAMILY	\$4,500	A-60
Intellimac, Inc.	IN/7000K SERIES	\$30,000	A-60
	IN/7000M	\$50,000	A-60
M/A-COM Information Systems Division	AS 1000	N/A	A-60
	ONE TOUCH BY M/A-COM ALANTHUS	N/A	A-60
Masscomp	MC-500 DP SERIES	\$36,900	A-60
Megadata Corp.	8174 MODEL 1	\$16,000	A-61
Memotech Corp.	MTX 512	\$595	A-61
Micro Craft Corp.	DIMENSION 88000	\$4,000	A-61
Momentum Computer Systems International	MOMENTUM 32/4	\$8,000	A-61
	MOMENTUM 32E	\$8,000	A-61
Morrow Designs, Inc.	TRICEP	\$7,995	A-61
No Halt Computers, Inc.	NH 1000 SERIES	\$25,000	A-61
Perkin-Elmer Corp.	7350	\$6,400	A-61
Pixel Computer, Inc.	PIXEL 80	\$17,000	A-61
	PIXEL 100/AP	\$17,000	A-61
PolyMorphic Systems	POLY 188	\$4,495	A-61
Rair Computer Corp.	RAIR SUPERMICRO	\$15,500	A-61
Reynolds & Reynolds Co.	VIM NET	\$17,000	A-61
Rubicon Systems, Inc.	ASSOCIATE	N/A	A-61
Scenic Computer System Corp.	SCENIC MODEL ONE	\$12,000	A-61
Smoke Signal Broadcasting	95XW5	\$3,500	A-62
	CHIEFTAIN 9W60	\$3,500	A-62
	CHIEFTAIN 9W20T20	\$3,500	A-62
	CHIEFTAIN 9W30T20	\$3,500	A-62
	CHIEFTAIN 9W60T20	\$3,500	A-62
	CHIEFTAIN 90	\$3,500	A-62
	CHIEFTAIN 95XW20	\$3,500	A-62
	CHIEFTAIN 95XW20T20	\$3,500	A-62
	CHIEFTAIN 98W15	\$3,500	A-62
	CHIEFTAIN 98W20	\$3,500	A-62
	CHIEFTAIN 98W30	\$3,500	A-62
	CHIEFTAIN 98W60	\$3,500	A-62
	CHIEFTAIN 98W60T20	\$3,500	A-62
	CHIEFTAIN 9524	\$3,500	A-62
	CHIEFTAIN 9822	\$3,500	A-62
Sun Microsystems, Inc.	SUN 2/120	\$16,900	A-63
	SUN 2/170	\$20,900	A-63
Superior Control Systems, Inc.	SYSTEM 2810	\$8,000	A-63
	SYSTEM 2820	\$15,000	A-63
Unicomp Corp.	PIXEL 100 AP	\$19,000	A-63
Victory Computer Systems, Inc.	FACTOR 40/80/128/160	\$9,000	A-63
Wicat Systems, Inc.	SYSTEM 150	\$8,500	A-63
	SYSTEM 155	\$16,000	A-63

## Transportable Computers

VENDOR	MODEL	PRICE	PAGE
Actrix Computer Corp.	ACTRIX COMPUTER	\$2,190	A-63
Anderson Jacobson, Inc.	AJ PASSPORT IMBA	N/A	A-63
Apple Computer, Inc.	APPLE IIC	\$1,295	A-63

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VENDOR	MODEL	PRICE	PAGE
Casio, Inc.	FX-720P	\$80	A-63
	FX-750	\$130	A-63
	FX-820P	\$150	A-63
	PB-700	\$200	A-64
Columbia Data Products, Inc.	1600-VP	\$2,495	A-64
Commodore Business Machines, Inc.	SX 64	N/A	A-64
Commutter Computer Corp.	COMMUTER	\$1,995	A-64
Compaq, Inc.	ELECTRIC BRIEFCASE	\$1,495	A-64
Compaq Computer Corp.	COMPAQ PORTABLE COMPUTER	\$2,995	A-64
Compucorp	DOT 3000	\$3,995	A-64
Computer Devices, Inc.	DOT 3000	\$2,995	A-64
Convergent Technologies, Inc.	WORKSLATE	N/A	A-64
Corona Data Systems	CORONA PORTABLE PPC-1	\$2,195	A-64
	CORONA PORTABLE PPC-2	\$2,595	A-64
	ELECTRONIC NOTEBOOK	\$3,295	A-64
Datoc, Inc.	DMS-3/F FOX	\$3,350	A-64
Digital Microsystems, Inc. (DMS)	M10	\$799	A-65
Decustal Olivetti Corp.	EAGLE PC SPIRIT XL	\$2,195	A-65
Eagle Computer, Inc.	EAGLE PC SPIRIT 2	\$3,995	A-65
	MICRO I	\$2,695	A-65
Educational Microcomputer Systems	GENEVA/PX-8	\$1,200	A-65
Epson America, Inc.	HX-20	\$995	A-65
	HX-20	\$795	A-65
Gavilan Computer Corp.	GAVILAN	\$3,995	A-65
	SM-1	\$2,995	A-65
QMR, Inc.	SC	\$3,295	A-65
Grid Systems Corp.	TEMPER	\$14,995	A-65
Hewlett-Packard Co.	HP 75	N/A	A-65
	HP 85B	N/A	A-65
	HP 110	N/A	A-65
IBM	PORTABLE PERSONAL COMPUTER	\$2,595	A-65
International System Marketing, Inc.	EXPRESS	\$3,195	A-65
Jonas International, Inc.	JONAS 2100	\$3,995	A-67
	JONAS 2500	\$3,995	A-67
Kaypro Corp.	KAYPRO 2X	\$1,595	A-67
	KAYPRO 4	\$1,995	A-67
	KAYPRO 10	\$2,795	A-67
	KAYPRO 12X	\$3,295	A-67
Micro Office Systems Technologies, Inc.	ROADRUNNER	\$2,000	A-67
Miltope Corp.	MILTOPE/GAVILAN MPC-16	\$12,000	A-67
NEC Home Electronics (USA), Inc.	8201	\$799	A-67
Observational Systems, Inc.	OS-4	\$500	A-67
	OS-4	\$2,500	A-67
Osborne Computer Corp.	OSBORNE EXECUTIVE	\$1,445	A-67
	OSBORNE I	\$945	A-67
Otrona Corp.	2001	N/A	A-67
	ATTACHE	\$3,995	A-68
Panasonic Industrial Co.	SENIOR PARTNER	\$2,495	A-68
	SUPER SENIOR PARTNER	\$5,000	A-68
Personal Micro Computers, Inc.	THE LINK HHC	\$500	A-68
Pronto Computers, Inc.	MICRO MATE	\$1,295	A-68
Radix Corp.	TRANSPORTABLE SOLUTIONS	\$3,950	A-68
Sarasota Automation	UTILICORDER	\$3,000	A-68
	HUSKY	\$1,974	A-68
	HUSKY HUNTER	\$2,000	A-68
	HUSKY INTRINSICALLY SAFE	\$2,000	A-68
Seoqua Computer Corp.	HUSKY SPECIAL PERFORMANCE	\$2,000	A-68
	CHAMELEON	\$1,995	A-68
Sharp Electronics Corp.	CHAMELEON PLUS	\$2,695	A-68
	PC-1500A	\$200	A-68
Sony Communications Products Co.	PC-5000	\$1,995	A-68
STM Electronics	SMC-70	\$2,000	A-69
Strategic Tech	PIED PIPER	\$1,299	A-69
Tandy Corp.	THE TRAVELER PC	\$4,495	A-69
	TRS-80 MODEL 100	\$799	A-69
	TRS-80 MODEL 4P	\$1,799	A-69
Teleraam Communications Corp.	DJUMONT MAGNUM	\$2,500	A-69
	TELERAM 3000/1	\$2,995	A-69
	TELERAM 3100	\$3,595	A-69
	TELERAM 4000	\$2,995	A-69
	TELERAM 4100	\$3,500	A-69
	TELERAM 5000	\$2,995	A-69
	TELERAM 5100	\$3,500	A-69
TelVideo Systems, Inc.	TPC I	\$1,499	A-69
Texas Instruments, Inc.	TS-803H	\$2,500	A-69
Visual Computer, Inc.	PORTABLE PROFESSIONAL	N/A	A-70
Zenith Data Systems	COMMUTER	\$1,995	A-70
	ZFA-161-21	\$2,399	A-70
	ZFA-161-22	\$2,999	A-70

# Micros/Personal Computers

## A. B. DICK CO.

**KNOWLEDGE WORKER**  
Word Length: 16 bit  
Operating System: CTOS; CP/M 86;  
MS-DOS; CTIX  
Languages Supported: Cobol;  
Fortran; Pascal; Basic Compiler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Bisynchronous, X.25, 2780/3780  
Price: \$7,500  
Vendor Sales Terms: Purchase  
Maintenance: On-Site  
Date First Installed: 1984  
(See Vendor Profile Page V-1)

## ACTION COMPUTER DISCOVERY 500

Plug Compatibility: Televideo  
Word Length: 8/16 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal; RPG; APL; PL/1;  
Bliss; Coral  
Minimum Memory: 96K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$7,640  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$100  
Date First Installed: January 1983  
Number Installed to Date: 250  
(See Vendor Profile Page V-1)

## ACTION COMPUTER

**DISCOVERY 1600**  
Plug Compatibility: Televideo  
Word Length: 8/16 bit  
Operating System: CP/M; DPC  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal; RPG; APL; PL/1;  
Bliss; Coral  
Minimum Memory: 96K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 25  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$3,360  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$100  
Date First Installed: April 1979  
Number Installed to Date: 5,000

## ACTION INSTRUMENTS CO., INC.

IC 2  
Specific Application: Industrial  
Control  
Word Length: 8 bit  
Operating System: ABLE  
Languages Supported: Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 52K bytes

Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-1)

## ACTION INSTRUMENTS CO., INC.

BC 3  
Word Length: 8 bit  
Operating System: ABLE  
Languages Supported: Basic  
Minimum Memory: 36K bytes  
Maximum Memory: 260K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: October 1983  
Number Installed to Date: 100

## ACTU SYSTEMS

**CPU 3000**  
Word Length: 8 bit  
Operating System: FLEX  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,875  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$85  
Date First Installed: January 1983  
Number Installed to Date: 75  
(See Vendor Profile Page V-1)

## ACTU SYSTEMS

**POS 15**  
Word Length: 8 bit  
Operating System: OS-9  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$35,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$250  
Date First Installed: June 1981  
Number Installed to Date: 310

## ACUREX CORP.

**AUTO DATA TEN/50**  
Specific Application: Data  
Acquisition  
Word Length: Dual 8 Bit  
Languages Supported: Basic  
Minimum Memory: 10K bytes

Maximum Memory: 184K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: September  
1981  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-1)

## ADAC CORP.

**BASYS**  
Word Length: 16 bit  
Operating System: RSX-11M; RT-  
11; VMS; MS-DOS  
Languages Supported: I/O Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 4M bytes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$200  
Date First Installed: 1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-1)

## ADVANCED DIGITAL CORP. SUPERQUAD

Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: February 1980  
Number Installed to Date: 7,000  
(See Vendor Profile Page V-1)

## ADVANCED DIGITAL CORP. SUPERSLAVE

Word Length: 8 bit  
Operating System: CP/M; TURBO/  
DOS; MP/M  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: February 1980

## ADVANCED DIGITAL CORP. SUPERSTAR

Word Length: 8/16 bit  
Operating System: CP/M;

TURBO/DOS; Concurrent CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility,  
Third-Party  
Date First Installed: April 1983  
Number Installed to Date: 500 -  
1,000

## ADVANCED DIGITAL CORP. SUPERSYSTEM II

Word Length: 8 bit  
Operating System: CP/M;  
TURBO/DOS; MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 100 - 500

## ADVANCED DIGITAL PRODUCTS

**PDO-3**  
Word Length: 16 bit  
Operating System: UCSD  
Languages Supported: Pascal; ADA  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM, Third-  
Party  
Maintenance: On-Site, Third-Party,  
Moore Business Systems  
Monthly Maintenance: \$80  
Date First Installed: 1980  
Number Installed to Date: 100

## ADVANCED DIGITAL PRODUCTS

**PD-23**  
Word Length: 16 bit  
Operating System: RSX; RT-11;  
RSTS/E  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
ADCCP/HOLC, SDLC/SNA, X.25  
Price: \$3,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM, Third-  
Party  
Maintenance: On-Site, Third-Party,

# Micros/Personal Computers

Moore Business Systems  
Monthly Maintenance: \$80  
Date First Installed: 1980  
Number Installed to Date: 25

## ADVANCED MICRO DEVICES

AM 6V5 29/2910B  
Word Length: 8 bit  
Operating System: CP/M; AM-DOS  
Languages Supported: Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$13,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility,  
Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page V-1)

## ALGORITHIMICS

8D  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/I; C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Date First Installed: 1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-1)

## ALGORITHIMICS

ALGO 2100  
Specific Application: W/P Office  
System  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/I; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$6,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Date First Installed: 1977  
Number Installed to Date: 50 - 100

## ALPHA MICRO SYSTEMS

AM-1000  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$9,600

Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, Alpha  
Serve  
Date First Installed: August 1982  
(See Vendor Profile Page V-2)

## ALPHA MICRO SYSTEMS

AM-1000E  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: August 1983

## ALPHA MICRO SYSTEMS

AM-1042  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 3M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$40,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

## ALPHA MICRO SYSTEMS

AM-1072  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$45,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

## ALPHA MICRO SYSTEMS

AM-1082  
Word Length: 32 bit  
Operating System: AMOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, BDL/C, SDLC/SNA  
Price: \$60,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1984

## ALPHA MICRO SYSTEMS

AM-1092  
Word Length: 32 bit  
Operating System: AMOS/L; CP/M  
Languages Supported: Cobol;

Fortran; Basic; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
2780/3780  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1983

## ALPSA COMPUTER, INC.

ACI-1  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Basic; Pascal; PL/I; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
Distributor  
Monthly Maintenance: \$125  
Date First Installed: July 1981  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-2)

## ALTO COMPUTER SYSTEMS

588 SERIES  
Word Length: 16 bit  
Operating System: Xenix/Unix;  
CP/M; MP/M; Pk  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$7,990  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Date First Installed: May 1983  
(See Vendor Profile Page V-2)

## ALTO COMPUTER SYSTEMS

988 SERIES  
Word Length: 16 bit  
Operating System: Unix; CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus 2; Pascal;  
RPG; APL; PL/I; Bliss; Coral; C  
Minimum Memory: 1M bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Bisynchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1983

## ALTO COMPUTER SYSTEMS

ACS 580 SERIES  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M  
Languages Supported: Cobol;

Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 208K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bisynchronous,  
CP/NET  
Price: \$2,840  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000 -  
50,000

## ALTO COMPUTER SYSTEMS

ACS 8600 SERIES  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 724K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$12,500  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000 -  
50,000

## ALTO COMPUTER SYSTEMS

ACS 88000  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Focus  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$14,500  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Date First Installed: 1982

## ALTO COMPUTER SYSTEMS

ALTO SERIES 5  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-  
II  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$2,990  
Distribution: OEM  
Maintenance: Third-Party, TRW  
Number Installed to Date: 10,000 -  
50,000

## ALTO COMPUTER SYSTEMS

ALTO 580 SERIES  
Word Length: 8 bit  
Operating System: MP/M; CP/M;  
Oasis  
Minimum Memory: 192K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$2,990  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party, TRW

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# COMPUTERWORLD

THE NEWSWEEKLY FOR THE COMPUTER COMMUNITY

# Micros/Personal Computers

Date First Installed: January 1983

## AMF LOGIC SCIENCES, INC.

HSR 11-B

Specific Application: CAD/CAM;

Graphics

Word Length: 16 bit

Languages Supported: Fortran

Maximum Memory: 8M bytes

Multiple Users: No

Communications Protocols:

Asynchronous

Price: \$15,500

Vendor Sales Terms: Purchase,

Rental, Lease

Distribution: End User, OEM

Maintenance: On-Site, Remote

Diagnostics, Return to

Manufacturing Facility

Date First Installed: 1978

Number Installed to Date: 5,000 -

10,000

(See Vendor Profile Page V-2)

## AMPEX

AMPEX 4000

Word Length: 8 bit

Languages Supported: Cobol;

Fortran; Basic; Assembler

Minimum Memory: 64K bytes

Maximum Memory: 220K bytes

Multiple Users: No

Maximum I/O Ports: 4

Communications Protocols:

Asynchronous, Biscynchronous

Price: \$2,200

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: On-Site

Date First Installed: December 1978

Number Installed to Date: 5,000 -

10,000

(See Vendor Profile Page V-2)

## AMPEX

AMPEX 6500

Plug Compatibility: Honeywell 7700;

IBM 3270

Word Length: 16 bit

Operating System: MS-DOS

Languages Supported: Cobol;

Fortran; Basic; Assembler

Minimum Memory: 64K bytes

Maximum Memory: 256K bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Biscynchronous

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: On-Site

Date First Installed: October 1984

## AMTEL SYSTEMS CORP.

MESSSENGER I

Specific Application: Electronic

Messaging

Word Length: 8 bit

Operating System: Proprietary

Languages Supported: Proprietary

Minimum Memory: 64K bytes

Maximum Memory: 64K bytes

Multiple Users: Yes

Maximum I/O Ports: 2

Communications Protocols:

Asynchronous

Price: \$10,000

Vendor Sales Terms: Purchase,

Lease

Distribution: End User

Maintenance: Third-Party

Monthly Maintenance: \$70

Date First Installed: August 1978

Number Installed to Date: 50 - 100

(See Vendor Profile Page V-2)

## AMTEL SYSTEMS CORP.

MESSSENGER II LEVEL 1

Specific Application: Electronic

Messaging

Word Length: 8 bit

Operating System: Proprietary

Minimum Memory: 320K bytes

Maximum Memory: 320K bytes

Multiple Users: Yes

Maximum I/O Ports: 4

Communications Protocols:

Asynchronous

Price: \$20,000

Vendor Sales Terms: Purchase,

Lease

Distribution: End User

Maintenance: Third-Party

Monthly Maintenance: \$70

Date First Installed: April 1982

Number Installed to Date: 12

## AMTEL SYSTEMS CORP.

MESSSENGER II LEVEL 2

Specific Application: Electronic

Messaging

Word Length: 8 bit

Operating System: Proprietary

Minimum Memory: 320K bytes

Maximum Memory: 320K bytes

Multiple Users: Yes

Maximum I/O Ports: 10

Communications Protocols:

Asynchronous

Price: \$30,000

Vendor Sales Terms: Purchase,

Lease

Distribution: End User

Maintenance: Third-Party

Monthly Maintenance: \$70

Date First Installed: October 1981

Number Installed to Date: 25

## ANALOG DEVICES

MACSYM-150

Specific Application: Process

Control

Word Length: Dual 8 Bit

Operating System: MP/M 86

Languages Supported: Cobol;

Fortran; Basic; MAC Basic 3

Minimum Memory: 128K bytes

Maximum Memory: 1M bytes

Multiple Users: No

Maximum I/O Ports: 12

Communications Protocols:

Asynchronous

Price: \$6,500

Vendor Sales Terms: Purchase,

Rental, Lease

Distribution: End User

Maintenance: On-Site, Return to

Manufacturing Facility

Monthly Maintenance: \$150

Date First Installed: October 1982

(See Vendor Profile Page V-3)

## ANALOG DEVICES

MACSYM-350

Specific Application: Process

Control

Word Length: Dual 8 Bit

Operating System: MP/M 86

Languages Supported: Cobol;

Fortran; Basic; MAC Basic-3

Minimum Memory: 128K bytes

Maximum Memory: 1M bytes

Multiple Users: No

Maximum I/O Ports: 12

Communications Protocols:

Asynchronous

Price: \$6,500

Vendor Sales Terms: Purchase,

Rental, Lease

Distribution: End User

Maintenance: On-Site, Return to

Manufacturing Facility

Date First Installed: October 1982

## ANDROMEDA SYSTEMS, INC.

11/B

Plug Compatibility: DEC LSI-11

Word Length: 16 bit

Operating System: Unix; RT-11;

RSX-11M

Languages Supported: Fortran;

Basic; Basic Plus 2; Pascal

Minimum Memory: 32K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Maximum I/O Ports: 32

Communications Protocols:

Asynchronous

Price: \$7,500

Vendor Sales Terms: Purchase

Distribution: End User, OEM

Maintenance: Return to

Manufacturing Facility, Third-Party

Monthly Maintenance: \$30

Date First Installed: 1977

Number Installed to Date: 100 - 500

(See Vendor Profile Page V-3)

## ANDROMEDA SYSTEMS, INC.

11/H

Word Length: 16 bit

Operating System: Unix; TSX; RSX-

11M

Languages Supported: Fortran;

Basic; Basic Plus 2; Pascal

Minimum Memory: 32K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Maximum I/O Ports: 24

Communications Protocols:

Asynchronous

Price: \$10,000

Vendor Sales Terms: Purchase

Distribution: End User, OEM

Maintenance: Return to

Manufacturing Facility, Third-Party

Date First Installed: 1978

Number Installed to Date: 10 - 50

## ANDROMEDA SYSTEMS, INC.

11/M

Word Length: 16 bit

Operating System: Unix; TSX+;

RSX-11M

Languages Supported: Fortran;

Basic; Basic Plus 2; Pascal

Minimum Memory: 32K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous

Price: \$5,000

Vendor Sales Terms: Purchase,

Distribution: End User, OEM

Maintenance: Return to

Manufacturing Facility, Third-Party

Date First Installed: 1979

Number Installed to Date: 50 - 100

## ANDROTEK/DMI

RIGEL II

Specific Application: Motor Testing

Word Length: 8 bit

Operating System: CP/M

Languages Supported: Cobol;

Fortran; Basic

Minimum Memory: 48K bytes

Maximum Memory: 64K bytes

Multiple Users: No

Maximum I/O Ports: 9

Communications Protocols:

Asynchronous

Price: \$2,000

Vendor Sales Terms: Purchase

Distribution: End User

Maintenance: On-Site, Remote

Diagnostics, Return to

Manufacturing Facility

Date First Installed: July 1980

Number Installed to Date: 500 -

1,000

(See Vendor Profile Page V-3)

## APPLE COMPUTER, INC.

APPLE IIe

Word Length: 8 bit

Operating System: APPLE/DOS

3.3; CP/M

Languages Supported: Fortran;

Basic; Pascal

Minimum Memory: 64K bytes

Multiple Users: No

Maximum I/O Ports: 7

Communications Protocols:

Asynchronous

Price: \$1,395

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Return to

Manufacturing Facility, Third-Party

(See Vendor Profile Page V-3)

## APPLE COMPUTER, INC.

APPLE III+

Word Length: 8 bit

Operating System: SOS; CP/M

Languages Supported: Basic;

Pascal

Minimum Memory: 256K bytes

Multiple Users: No

Maximum I/O Ports: 10

Communications Protocols:

Asynchronous, Biscynchronous

Price: \$2,995

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Return to

Manufacturing Facility, Third-Party,

RCA

Date First Installed: November 1980

Number Installed to Date: 10,000 -

# Micros/Personal Computers

**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, NCR  
**Date First Installed:** 1980  
**Number Installed to Date:** 1,000 - 5,000  
(See Vendor Profile Page V-3)

**APPLIED DIGITAL DATA SYSTEMS, INC.**  
**MULTIVISION 8-15**  
**Word Length:** 8 bit  
**Operating System:** MUON  
**Languages Supported:** Basic; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,710  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Number Installed to Date:** 1,000 - 5,000

**APPLIED DIGITAL DATA SYSTEMS, INC.**  
**MULTIVISION 8-5**  
**Word Length:** 8 bit  
**Operating System:** MUON  
**Languages Supported:** Basic; PL/1; C; Fortran  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,455  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Number Installed to Date:** 1,000 - 5,000

**APPLIED DYNAMICS INTERNATIONAL**  
**AD SYSTEM 10**  
**Specific Application:** Modeling/Simulation  
**Word Length:** 8 bit  
**Languages Supported:** MPS 10 Assembly  
**Minimum Memory:** 192K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 258  
**Communications Protocols:** Asynchronous  
**Price:** \$250,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$60  
**Number Installed to Date:** 100  
(See Vendor Profile Page V-3)

**ARC AUTOMATION SERVICE, INC.**  
**ARC BATCHER**  
**Word Length:** Triple 8 Bit

**Operating System:** CP/M 2.2  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1982  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-3)

**ASTRONAUTICS CORP. OF AMERICA**  
**INTELLIGENT TERMINAL**  
**Word Length:** 16 bit  
**Operating System:** RMX-86; Xenix; CP/M 86  
**Languages Supported:** Fortran; Pascal; PL/M 86  
**Minimum Memory:** 8K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** October 1982  
**Number Installed to Date:** 10 - 50  
(See Vendor Profile Page V-3)

**AT&T INFORMATION SYSTEMS**  
**PERSONAL COMPUTER 6300**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Maximum I/O Ports:** 7  
**Price:** \$2,745  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** August 1984  
(See Vendor Profile Page V-4)

**ATV SYSTEMS, INC.**  
**4901 DOCUMENTOR**  
**Word Length:** 8 bit  
**Languages Supported:** PL/1; Assembly  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** December 1981  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-4)

**ATV SYSTEMS, INC.**  
**J300**  
**Word Length:** 16 bit  
**Operating System:** Jacquard

**Languages Supported:** Basic; Assembly  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** June 1975  
**Number Installed to Date:** 1,000 - 5,000

**ATV SYSTEMS, INC.**  
**J500**  
**Word Length:** 16 bit  
**Operating System:** Jacquard  
**Languages Supported:** Basic; Assembly  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1978  
**Number Installed to Date:** 2,300

**AUTEC CORP.**  
**DACMASTER 6000**  
**Specific Application:** Data Acquisition  
**Word Length:** 16/32 bit  
**Operating System:** AIDE  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 192K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$32,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** 1983  
(See Vendor Profile Page V-4)

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**80/90**  
**Word Length:** 16 bit  
**Languages Supported:** Cobol  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 28  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Number Installed to Date:** 10 - 50  
(See Vendor Profile Page V-4)

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**80 EC**  
**Specific Application:** Control

**Word Length:** 8 bit  
**Languages Supported:** Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Number Installed to Date:** 100 - 500

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**80 EC-II**  
**Specific Application:** Process Control  
**Word Length:** 8 bit  
**Languages Supported:** Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Number Installed to Date:** 50 - 100

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**80 EC FM**  
**Word Length:** 8 bit  
**Operating System:** P  
**Languages Supported:** Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Number Installed to Date:** 50 - 100

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**80 EC FM-II**  
**Word Length:** 8 bit  
**Languages Supported:** Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Number Installed to Date:** 50 - 100

**AUTOMATIC CONTROL ELECTRONICS CO.**  
**SCORPION**  
**Word Length:** 8 bit

# Micros/Personal Computers

**Operating System:** Proprietary  
**Languages Supported:** C;  
 Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 194K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$17,000  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:**  
**Date First Installed:** January 1984

**AVATAR TECHNOLOGIES, INC.**  
**AVATAR TC1**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic;  
 Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to  
 Manufacturing Facility  
**Monthly Maintenance:** \$20  
**Date First Installed:** August 1982  
**Number Installed to Date:** 1,000 -  
 5,000  
*(See Vendor Profile Page V-4)*

**AVATAR TECHNOLOGIES, INC.**  
**AVATAR TC10**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic;  
 Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$3,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility  
**Monthly Maintenance:** \$25  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100 - 500

**AVATAR TECHNOLOGIES, INC.**  
**AVATAR TC100**  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M  
**Languages Supported:** Basic;  
 Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility

**Monthly Maintenance:** \$20  
**Date First Installed:** April 1983  
**Number Installed to Date:** 1,000 -  
 5,000

**AVATAR TECHNOLOGIES, INC.**  
**AVATAR TC110**  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M  
**Languages Supported:** Basic;  
 Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility  
**Monthly Maintenance:** \$25  
**Date First Installed:** April 1983  
**Number Installed to Date:** 100 - 500

**AYDIN CORP.**  
**5219 DISPLAY SYSTEM**  
**Specific Application:** Graphics  
**Plug Compatibility:** Intelscor 8001G  
**Word Length:** 8 bit  
**Operating System:** CP/M 80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-4)*

**AYDIN CORP.**  
**AYCON 15**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$11,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility  
**Date First Installed:** 1973

**AYDIN CORP.**  
**AYCON 17**  
**Specific Application:** Graphics  
**Word Length:** 8 bit  
**Operating System:** CP/M 80  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$3,000

**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility

**BETACOM CORP.**  
**PCM SERIES 1000**  
**Word Length:** 16 bit  
**Operating System:** Autotop  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$995  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** End User, OEM, Third-  
 Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility, Third-Party,  
 TRW  
**Date First Installed:** June 1984  
*(See Vendor Profile Page V-4)*

**BETACOM CORP.**  
**PCM SERIES 2000**  
**Specific Application:** Time-Sharing;  
 Messaging  
**Plug Compatibility:** IBM  
**Word Length:** 16 bit  
**Operating System:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,500  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to  
 Manufacturing Facility, Third-Party,  
 TRW  
**Monthly Maintenance:** \$30  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100 - 500

**BILLINGS COMPUTER CORP.**  
**500**  
**Word Length:** 8 bit  
**Operating System:** BOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Assembler  
**Minimum Memory:** 56K bytes  
**Maximum Memory:** 56K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase,  
 Rental  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** April 1982  
*(See Vendor Profile Page V-4)*

**BILLINGS COMPUTER CORP.**  
**5000**  
**Word Length:** 8 bit  
**Operating System:** BOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes

**Maximum I/O Ports:** 17  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase,  
 Rental  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** April 1982

**BILLINGS COMPUTER CORP.**  
**BC-12DF2M**  
**Word Length:** 8 bit  
**Operating System:** BOS  
**Maximum Memory:** 56K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase,  
 Rental  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** March 1979  
**Number Installed to Date:** 500 -  
 1,000

**BILLINGS COMPUTER CORP.**  
**BC-12FD**  
**Word Length:** 8 bit  
**Operating System:** DOS  
**Languages Supported:** Cobol;  
 Fortran; Assembler  
**Maximum Memory:** 56K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase,  
 Rental  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** March 1979  
**Number Installed to Date:** 500 -  
 1,000

**BUCK ENGINEERING, INC.**  
**AA 348**  
**Word Length:** 8 bit  
**Operating System:** HD  
**Languages Supported:** Fortran;  
 Basic; Pascal  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
 Manufacturing Facility  
**Date First Installed:** January 1982  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-5)*

**BUNKER RAMO ELECTRONIC SYSTEMS**  
**BR1720**  
**Specific Application:** High-Speed  
 Data Acquisition/Transfer  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 1  
**Communications Protocols:**  
 Protocol SLP

# Micros/Personal Computers

Price: \$85,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$1,100  
**Date First Installed:** April 1981  
**Number Installed to Date:** 10 - 50  
(See Vendor Profile Page V-5)

## CAD COUNSEL PROTEAN

**Specific Application:** CAD/CAM  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; MS-DOS; CP/M 80  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$7,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** November 1982  
(See Vendor Profile Page V-5)

## CADLING, INC.

**CIM STATION**  
**Specific Application:** CAD/CAM  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Fortran; C  
**Minimum Memory:** 2.5M bytes  
**Maximum Memory:** 2.5M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Ethernet  
**Price:** \$60,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** November 1982  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-5)

## CANON U.S.A., INC.

**AS-100**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Distributors  
**Date First Installed:** March 1983  
(See Vendor Profile Page V-5)

## CANON U.S.A., INC.

**TX-50**  
**Specific Application:** POS  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic; Canon Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes

**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$1,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** September 1984

## CARDKEY SYSTEMS

**PASS-3000**  
**Word Length:** 8 bit  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Bisynchronous  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site, Remote Diagnostics  
(See Vendor Profile Page V-5)

## CARDKEY SYSTEMS

**PASS-4000**  
**Specific Application:** Access Control  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Bisynchronous  
**Price:** \$49,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$1,000  
**Number Installed to Date:** 100 - 500

## CASIO, INC.

**FP 1000/1100**  
**Word Length:** 8 bit  
**Languages Supported:** C82, Basic  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Synchronous  
**Price:** \$2,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** January 1983  
(See Vendor Profile Page V-6)

## CHALLENGE SYSTEMS

**TWP-TRANSLATION WORD PROCESSOR**  
**Word Length:** 8 bit  
**Operating System:** CP/M; I/O; CP/M ++; MP/M II  
**Languages Supported:** Basic; Pascal; RM Cobol; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 412K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous, Telex  
**Price:** \$24,850

**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1983  
**Number Installed to Date:** 250  
(See Vendor Profile Page V-6)

## CHROMATICS, INC.

**CG SERIES**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 96K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** June 1978  
**Number Installed to Date:** 500 - 1,000  
(See Vendor Profile Page V-6)

## CHROMATICS, INC.

**CGC 7500**  
**Word Length:** 32 bit  
**Operating System:** Idris  
**Languages Supported:** Fortran; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 8M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** February 1981  
**Number Installed to Date:** 500 - 1,000

## CODATA SYSTEMS CORP.

**3300**  
**Word Length:** 16 bit  
**Operating System:** Unix V-7  
**Languages Supported:** Cobol; Fortran; Basic Plus; Pascal; APL  
**Minimum Memory:** 320K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 17  
**Communications Protocols:** Asynchronous  
**Price:** \$7,800  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility, ITT Courier  
**Date First Installed:** February 1983  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-6)

## CODATA SYSTEMS CORP.

**SERIES 3400**  
**Word Length:** 16 bit

**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic Plus; Pascal; APL; UX Basic  
**Minimum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, OEM  
**Maintenance:** Remote Diagnostics, Third-Party, ITT Courier  
**Date First Installed:** May 1984

## COLBY COMPUTERS

**COLBY CONVERSION SYSTEM PC 2.0**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86; MS-DOS  
**Languages Supported:** Fortran; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$899  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sorbus  
**Date First Installed:** 1982  
(See Vendor Profile Page V-7)

## COLBY COMPUTERS

**COLBY CONVERSION SYSTEM PC 2.1**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M 86  
**Languages Supported:** Fortran; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$1,540  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sorbus  
**Date First Installed:** September 1982

## COLBY COMPUTERS

**COLBY CONVERSION SYSTEM PC 2.3**  
**Plug Compatibility:** IBM PC; IBM PC/XT  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M 86  
**Languages Supported:** Fortran; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Price:** \$3,250  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, MAI/Sorbus  
**Date First Installed:** September 1982

# Micros/Personal Computers

## COLEY COMPUTERS

**COLEY CONVERSION SYSTEM 2.0**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: MS-DOS; CP/M;  
 MS-DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$1,188  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**COLEY CONVERSION SYSTEM 2.2**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$1,895  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**PC 3.1**  
 Plug Compatibility: IBM PC; IBM  
 PC/XT  
 Word Length: 8/16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$2,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**PC 3.3**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$2,795  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**PC 3.3**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit

Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$4,150  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**PC 3.3R**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$4,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: 1982

## COLEY COMPUTERS

**PC 5**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 10K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$2,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: July 1983  
 Number Installed to Date: 1,000 -  
 5,000

## COLEY COMPUTERS

**PC 6**  
 Plug Compatibility: IBM PC  
 Word Length: 8/16 bit  
 Operating System: CP/M; MS-DOS  
 Languages Supported: Fortran;  
 Basic  
 Minimum Memory: 64K bytes  
 Maximum Memory: 1M bytes  
 Multiple Users: No  
 Price: \$2,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: Third-Party,  
 MAI/Sorbus  
 Date First Installed: July 1983

## COLECO INDUSTRIES, INC.

**ADAM**  
 Word Length: 8 bit  
 Operating System: Proprietary;  
 CP/M  
 Languages Supported: Basic; Logo

Minimum Memory: 80K bytes  
 Maximum Memory: 144K bytes  
 Multiple Users: No  
 Price: \$750  
 Vendor Sales Terms: Purchase  
 Distribution: End User, Third-Party  
 Maintenance: Third-Party,  
 Honeywell  
 Date First Installed: September  
 1983  
 Number Installed to Date: 95,000  
 (See Vendor Profile Page V-7)

## COLEX AMERICA, INC.

**COLEX 880**  
 Word Length: 8 bit  
 Operating System: TURBO/DOS  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal; C  
 Minimum Memory: 128K bytes  
 Maximum Memory: 384K bytes  
 Multiple Users: Yes  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$3,510  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Maintenance: On-Site, Third-Party  
 Date First Installed: June 1984  
 (See Vendor Profile Page V-7)

## COLUMBIA DATA PRODUCTS, INC.

**964**  
 Word Length: 8 bit  
 Operating System: CP/M 2.2; MP/M  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal; PL/1;  
 Assembler  
 Minimum Memory: 64K bytes  
 Maximum Memory: 128K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 7  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$4,995  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: On-Site, Return to  
 Manufacturing Facility  
 Date First Installed: September  
 1979  
 Number Installed to Date: 1,500  
 (See Vendor Profile Page V-7)

## COLUMBIA DATA PRODUCTS, INC.

**INC.**  
 Word Length: 8 bit  
 Operating System: CP/M; MP/M  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal  
 Minimum Memory: 64K bytes  
 Maximum Memory: 256K bytes  
 Multiple Users: Yes  
 Maximum I/O Ports: 7  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$3,000  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM, Third-  
 Party  
 Maintenance: On-Site, Return to  
 Manufacturing Facility  
 Date First Installed: September  
 1981  
 Number Installed to Date: 500 -  
 1,000

## COLUMBIA DATA PRODUCTS, INC.

**1800-1**  
 Plug Compatibility: IBM PC  
 Word Length: 16 bit  
 Operating System: CP/M 86; MS-  
 DOS  
 Languages Supported: Cobol;  
 Fortran; Pascal; Basic A  
 Minimum Memory: 128K bytes  
 Maximum Memory: 1.0M bytes  
 Multiple Users: No  
 Maximum I/O Ports: 20  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$3,170  
 Vendor Sales Terms: Purchase  
 Distribution: OEM, Third-Party  
 Maintenance: Third-Party, Bell &  
 Howell  
 Date First Installed: June 1982

## COLUMBIA DATA PRODUCTS, INC.

**1800**  
 Word Length: 8 bit  
 Operating System: CP/M; MP/M  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal; PL/1;  
 Assembler  
 Maximum Memory: 256K bytes  
 Multiple Users: Yes  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$3,000  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM  
 Maintenance: On-Site, Remote  
 Diagnostics

## COLUMBIA DATA PRODUCTS, INC.

**F84**  
 Word Length: 8 bit  
 Operating System: CP/M 2.2  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal; PL/1;  
 Assembler  
 Minimum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 6  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$4,495  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM  
 Maintenance: On-Site, Return to  
 Manufacturing Facility  
 Date First Installed: February 1980  
 Number Installed to Date: 500 -  
 1,000

## COLUMBIA DATA PRODUCTS, INC.

**INC.**  
 Word Length: 8 bit  
 Operating System: CP/M 2.2  
 Languages Supported: Cobol;  
 Fortran; Basic; Pascal  
 Maximum Memory: 64K bytes  
 Multiple Users: No  
 Maximum I/O Ports: 3  
 Communications Protocols:  
 Asynchronous, Bismynchronous  
 Price: \$2,195  
 Vendor Sales Terms: Purchase  
 Distribution: End User, OEM  
 Maintenance: On-Site, Return to  
 Manufacturing Facility

# THE CODATA DIFFERENCE

## A Major Improvement in OEM Microcomputers.

**W**ith so many microcomputers on the market, and with each manufacturer claiming to have the solutions to everyone's problems, why are more and more OEM users choosing CODATA?

Very simply because the CODATA 3300 works!

That's an important part of what we call THE CODATA DIFFERENCE - a refreshing, new concept in OEM marketing.

More performance...Lower price...Extended warranty.

We've increased the performance of the CODATA 3300 and, at the same time, we've lowered the price. That means our CODATA multi-user, multi-tasking 16-bit computer systems have price/performance ratios nobody else can match. We're so confident in our system's integrity that we've extended the warranty on every CODATA 3300 to 180 days. That's the longest warranty in the business and, let's face it, you've got to be pretty sure of your product to guarantee it for six full months. We're sure.

These are more elements of THE CODATA DIFFERENCE.

**An uncomplicated pricing policy.**

We have only two price sheets: one for suggested retail, the other for OEM prices. Simple, straightforward, easy-to-understand. Beyond that, there are no quantity commitments, no bill-backs, no hassles.

**Full support and technical assistance if needed.**

Our customers select the CODATA 3300 because it fulfills their needs, because it does what we say it will do, and because we have taken great pains to assure that it is functionally simple and capable of performing its assigned tasks with no problems. But, if technical support is required it's only as far away as your phone and available at a moments notice via our TOLL FREE number during normal business hours in every U.S. time zone.

**A multi-user, 33-megabyte system for only \$9,600.**

The CODATA 3300 is a powerful 16-bit, 68000-based, MULTIBUS system that can effectively accommodate up to ten users. It's a complete UNIX system that runs full ANSI standard FORTRAN-77, RM/COBOL, BASIC+, SMC BASIC, APL, and PASCAL. The 3300 provides up to 33 megabytes of unformatted on-line storage via an integrated, high speed Winchester drive, and a removable, quad-density 5-1/4" floppy disc system. The 3300 features 320 K bytes of parity protected RAM.

An expanded CODATA 3300, with 84 megabytes of disc storage is priced at \$13,500. The 3300 is also available as a 12-megabyte system for as low as \$7,800.

**LET US SHOW YOU THE CODATA DIFFERENCE.**  
Write or call us for more information.

**CONTEL CODATA**

285 North Wolfe Road, Sunnyvale, CA 94086  
1-800-521-6543. In California: 1-800-221-2265



KEYBOARD AND MONITOR OPTIONAL

# Micros/Personal Computers

Date First Installed: December 1979  
Number Installed to Date: 500 - 1,000

## COMPAQ CORP.

**DISKTRON M-4**  
Plug Compatibility: Multibus  
Word Length: 16 bit  
Operating System: MS-DOS; MP/M 86; Concurrent CP/M  
Languages Supported: Fortran; Basic; Pascal; C  
Minimum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to Manufacturing Facility  
Date First Installed: December 1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-7)

## COMMODORE BUSINESS MACHINES, INC.

**C64**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$595  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: August 1982  
(See Vendor Profile Page V-7)

## COMMODORE BUSINESS MACHINES, INC.

**CBM 8032**  
Word Length: 8 bit  
Operating System: OS; DOS  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 96K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Price: \$1,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, TRW

## COMMODORE BUSINESS MACHINES, INC.

**PET 4032**  
Word Length: 8 bit  
Operating System: OS; DOS  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Price: \$395  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, TRW

Date First Installed: 1981

## COMMODORE BUSINESS MACHINES, INC.

**SUPER PET**  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; APL  
Maximum Memory: 96K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: July 1981  
Number Installed to Date: 10,000 - 50,000

## COMMODORE BUSINESS MACHINES, INC.

**VIC 20**  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Basic  
Minimum Memory: 5K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$299  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party, TRW  
Date First Installed: June 1981  
Number Installed to Date: More than 100,000

## COMPAL, INC.

**EZ TYPE**  
Plug Compatibility: DEC Rainbow  
Word Length: 8/16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 896K bytes  
Multiple Users: No  
Maximum I/O Ports: 60  
Communications Protocols: Asynchronous, Bismynchronous, X.25  
Price: \$5,695  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: March 1980  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-7)

## COMPAQ COMPUTER CORP.

**COMPAQ**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: CP/M 86; P-System; MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes

Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: January 1983  
Number Installed to Date: More than 100,000  
(See Vendor Profile Page V-7)

## COMPAQ COMPUTER CORP.

**COMPAQ PLUS**  
Word Length: 16 bit  
Operating System: MS-DOS 2.0  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1983

## COMPAQ COMPUTER CORP.

**DESKPRO MODEL 1**  
Specific Application: Advanced Business  
Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: June 1984

## COMPAQ COMPUTER CORP.

**DESKPRO MODEL 2**  
Specific Application: Advanced Business  
Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: June 1984

## COMPAQ COMPUTER CORP.

**DESKPRO MODEL 3**  
Plug Compatibility: IBM PC, PC/XT  
Specific Application: Advanced Business  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic

Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Date First Installed: June 1984

## COMPAQ COMPUTER CORP.

**DESKPRO MODEL 4**  
Specific Application: Advanced Business  
Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$7,195  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Date First Installed: June 1984

## COMPU-CORP.

**800 SERIES**  
Word Length: 8 bit  
Operating System: Zebra  
Languages Supported: Fortran; Basic; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Monthly Maintenance: \$100  
Date First Installed: April 1979  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-7)

## COMPU-CORP.

**700 SERIES**  
Word Length: 8 bit  
Operating System: Zebra  
Languages Supported: Fortran; Basic; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Monthly Maintenance: \$150  
Date First Installed: July 1981

## COMPUTER AUTOMATION, INC.

**OMNIX 186**  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-86  
Languages Supported: Cobol; Fortran; Basic

# Micros/Personal Computers

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Remote Diagnostics,  
 Return to Manufacturing Facility  
 (See Vendor Profile Page V-7)

## COMPUTER SYSTEMS

**ASC/80**  
**Specific Application:** CAD/CAM  
**Word Length:** 16/32  
**Operating System:** MP/M86; Unix  
**Languages Supported:** Cobol;  
 Fortran; Pascal; C; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**  
 Asynchronous, Bisynchronous, SNA  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Date First Installed:** 1981  
**Number Installed to Date:** 50 - 100  
 (See Vendor Profile Page V-8)

## COMPUTER TRANSCIVER SYSTEMS, INC.

**XL MICROCOMPUTER**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Price:** \$2,695  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** July 1984  
 (See Vendor Profile Page V-8)

## CONTEL CADO COMPUTER SYSTEMS

**CAT III**  
**Word Length:** 8 bit  
**Operating System:** SB-90  
**Languages Supported:** Cadol  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** September  
 1982  
**Number Installed to Date:** 10,000 -  
 50,000  
 (See Vendor Profile Page V-8)

## CONTEL CADO COMPUTER SYSTEMS

**SYSTEM 20/24**  
**Word Length:** 8 bit  
**Operating System:** CADO

**Languages Supported:** Cadol  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$16,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** May 1980

## CONTEL CADO COMPUTER SYSTEMS

**TIGER ATS-16**  
**Word Length:** 16 bit  
**Operating System:** MM/IOS  
**Languages Supported:** Cadol  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
**Price:** \$10,200  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** June 1984

## CONVERGENT TECHNOLOGIES, INC.

**AWS COLOR GRAPHIC**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; Unix  
 System V; CP/M 86  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDLC/SNA, X.25  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility, Third-Party  
**Date First Installed:** January 1983  
**Number Installed to Date:** 50,000 -  
 100,000  
 (See Vendor Profile Page V-8)

## CONVERGENT TECHNOLOGIES, INC.

**AWS TURBO**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; Unix  
 System V; CP/M 86  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDLC/SNA, X.25  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility, Third-Party,  
 OEMS  
**Date First Installed:** September  
 1981

**Number Installed to Date:** 500 -  
 1,000

## CONVERGENT TECHNOLOGIES, INC.

**IWS**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; Unix  
 System V; CP/M 86  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 22  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDLC/SNA, X.25  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility  
**Date First Installed:** October 1980  
**Number Installed to Date:** 500 -  
 1,000

## CONVERGENT TECHNOLOGIES, INC.

**IWS GRAPHICS**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; Unix  
 System V; CP/M 86  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 22  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDLC/SNA, 3270 RUE  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** October 1980  
**Number Installed to Date:** 10,000 -  
 50,000

## CORONA DATA SYSTEMS

**CORONA PC HD**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$3,850  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
 (See Vendor Profile Page V-8)

## CORONA DATA SYSTEMS

**CORONA PC-1**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4

## Communications Protocols:

Asynchronous  
**Price:** \$1,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party

## CORONA DATA SYSTEMS

**CORONA PC-2**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$2,350  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party

## CORONA DATA SYSTEMS

**PERSONAL BEST**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$4,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party

## CORONA DATA SYSTEMS

**PPC-XT**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$4,095  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party

## CORVUS SYSTEMS, INC.

**CONCEPT WS I**  
**Word Length:** 16 bit  
**Operating System:** CCOS; CP/M;  
 Unix  
**Languages Supported:** Fortran;  
 Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 13  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDLC/SNA  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to  
 Manufacturing Facility, Third-Party,  
 Decision Data  
**Monthly Maintenance:** \$75

# Micros/Personal Computers

Date First Installed: May 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-9)

## CORVUS SYSTEMS, INC.

**CONCEPT WS II**  
Word Length: 16 bit  
Operating System: CCOS, CP/M, Unix  
Languages Supported: Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 13  
Communications Protocols: Asynchronous, Bistynchronous, SDC/ISA  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Monthly Maintenance: \$100  
Date First Installed: May 1982  
Number Installed to Date: 1,000 - 5,000

## CORVUS SYSTEMS, INC.

**CORVUS CONCEPT**  
Word Length: 64 bit  
Operating System: CCOS; UCSD P-System  
Languages Supported: Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: April 1982

## CORVUS SYSTEMS, INC.

**CORVUS CONCEPT +**  
Word Length: 64 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Basic Plus; Pascal; C; Assembly  
Minimum Memory: 768K bytes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1984

## CORVUS SYSTEMS, INC.

**CORVUS UNIPLEX**  
Word Length: 64 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Basic Plus; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 11  
Communications Protocols: Asynchronous

Price: \$4,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1984

## CR COMPUTER SYSTEMS, INC.

**CR 7**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, XNET  
Price: \$3,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
(See Vendor Profile Page V-9)

## CR COMPUTER SYSTEMS, INC.

**CR 16**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS; MP/M; CP/M  
Languages Supported: Cobol; Fortran; Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols: TTY, 3270, 2780  
Price: \$5,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1983  
Number Installed to Date: 100 - 500

## CR COMPUTER SYSTEMS, INC.

**CR 32**  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bistynchronous, SDC/ISA, X.25  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: 1983  
Number Installed to Date: 50 - 100

## CROMEMCO, INC.

**C-10-SP**  
Word Length: 8 bit  
Operating System: CCOS  
Languages Supported: Cobol;

Fortran; Basic; Basic Plus; Lisp;  
Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$1,785  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-9)

## CROMEMCO, INC.

**CS0**  
Specific Application: Process Control  
Word Length: 8 bit  
Operating System: CMOS  
Languages Supported: ROM Basic  
Minimum Memory: 1K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$1,295  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: January 1980  
Number Installed to Date: 500 - 1,000

## CROMEMCO, INC.

**CS1**  
Word Length: 8 bit  
Operating System: CCOS  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Lisp; Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: June 1980  
Number Installed to Date: 500 - 1,000

## CROMEMCO, INC.

**CS102**  
Word Length: 8/16 bit  
Operating System: Cromix  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; PL/I; C; Lisp; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase

Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: December 1982  
Number Installed to Date: 100 - 500

## CROMEMCO, INC.

**CS105E**  
Word Length: 8/16 bit  
Operating System: Cromix  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Bistynchronous  
Price: \$6,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: September 1982  
Number Installed to Date: 100 - 500

## CROMEMCO, INC.

**CS1H**  
Word Length: 8 bit  
Operating System: CCOS  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Lisp; Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Bistynchronous  
Price: \$6,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: January 1981  
Number Installed to Date: 500 - 1,000

## CROMEMCO, INC.

**CS1HD2**  
Word Length: 8/16 bit  
Operating System: Cromix D  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Pascal; C; Lisp; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Bistynchronous  
Price: \$8,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, TRW  
Date First Installed: December 1982  
Number Installed to Date: 100 - 500

## CROMEMCO, INC.

**CS1H05E**  
Word Length: 8/16 bit  
Operating System: Cromix

# Micros/Personal Computers

**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$9,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** September 1982  
**Number Installed to Date:** 500 - 1,000

## **CROMEMCO, INC.**

**CS2**  
**Word Length:** 8 bit  
**Operating System:** CROS  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Lisp; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous, Bistynchronous  
**Price:** \$4,695  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** June 1976  
**Number Installed to Date:** 10,000 - 50,000

## **CROMEMCO, INC.**

**CS2D2**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous, Bistynchronous  
**Price:** \$5,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS2D5E**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix-D  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; C; Lisp; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous  
**Price:** \$6,495

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** October 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS2H**  
**Word Length:** 8 bit  
**Operating System:** CROS  
**Languages Supported:** Cobol; Fortran; Basic Plus  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous, Bistynchronous  
**Price:** \$8,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** March 1983  
**Number Installed to Date:** 50 - 100

## **CROMEMCO, INC.**

**CS2HD2**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous  
**Price:** \$9,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** March 1983  
**Number Installed to Date:** 50 - 100

## **CROMEMCO, INC.**

**CS2HD5E**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous  
**Price:** \$10,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** March 1983  
**Number Installed to Date:** 50 - 100

## **CROMEMCO, INC.**

**CS3A**  
**Word Length:** 8 bit  
**Operating System:** CROS  
**Languages Supported:** Cobol; Fortran; Basic Plus; Pascal; Lisp; Assembler

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$6,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** June 1977  
**Number Installed to Date:** 10,000 - 50,000

## **CROMEMCO, INC.**

**CS3D2**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix D  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS3D5E**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix D  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$9,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** September 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS3H**  
**Word Length:** 8 bit  
**Operating System:** CROS  
**Languages Supported:** Cobol; Fortran; Basic Plus; Lisp; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$9,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW

**Date First Installed:** September 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS3HD2**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous  
**Price:** \$10,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

## **CROMEMCO, INC.**

**CS3HD5E**  
**Word Length:** 8/16 bit  
**Operating System:** Cromix-D  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; C; Lisp; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous  
**Price:** \$12,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, TRW  
**Date First Installed:** September 1982

## **CYBERSYSTEMS, INC.**

**CYKEY 9980**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; Cyber Four  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 38  
**Communications Protocols:** Asynchronous, Bistynchronous, ADCP/HDL, SDLC/SNA  
**Price:** \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** January 1982  
**Number Installed to Date:** 15  
*(See Vendor Profile Page V-9)*

## **CYBERSYSTEMS, INC.**

**CYKEY 9990**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; Cyber Four  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 38

# Micros/Personal Computers

**Communications Protocols:**  
Asynchronous, Bisynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$7,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** January 1982

**CYBERSYSTEMS, INC.**  
DAC-5000  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Fortran;  
Basic; Pascal; Cyber Four  
Minimum Memory: 2K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 34  
**Communications Protocols:**  
Asynchronous, Bisynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** June 1976  
**Number Installed to Date:** 500

**DAISY SYSTEMS CORP.**  
GATEMASTER  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Fortran;  
Pascal; PL/M  
Minimum Memory: 1.5M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
Price: \$100,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** November 1982  
**Number Installed to Date:** 10  
(See Vendor Profile Page V-9)

**DAISY SYSTEMS CORP.**  
LOGICIAN  
Specific Application: Engineering  
Workstation  
Word Length: 16 bit  
Languages Supported: Fortran;  
Pascal; C; PL/M  
Minimum Memory: 764K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
Price: \$75,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** November 1981  
**Number Installed to Date:** 120

**DAISY SYSTEMS CORP.**  
LOGICIAN D  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Fortran;  
Pascal; PL/M  
Minimum Memory: 628K bytes  
Maximum Memory: 3M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6

**Communications Protocols:**  
Asynchronous, Bisynchronous  
Price: \$35,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** November 1981  
**Number Installed to Date:** 20

**DATACOPY CORP.**  
WIPS 800  
Specific Application: Word/Image  
Processing  
Word Length: 16 bit  
Operating System: MS-DOS  
Minimum Memory: 640K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
**Communications Protocols:** None  
Price: \$1,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** December 1983  
**Number Installed to Date:** 100  
(See Vendor Profile Page V-9)

**DATA DESIGN LOGIC SYSTEMS, INC.**  
CAD MASTER  
Specific Application: CAD/CAM  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Fortran;  
Basic; C; Assembler  
Minimum Memory: 512K bytes  
Multiple Users: No  
Price: \$32,000  
**Vendor Sales Terms:** Purchase,  
Lease  
**Distribution:** End User  
**Maintenance:** Third-Party  
**Date First Installed:** October 1983  
(See Vendor Profile Page V-9)

**DATA GENERAL CORP.**  
DESKTOP GENERATION MODEL 30  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Fortran; Basic; PL/I; DG/L  
Minimum Memory: 256K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
**Communications Protocols:**  
Asynchronous, SDLC/SNA, X.25  
Price: \$12,780  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to  
Manufacturing Facility  
(See Vendor Profile Page V-9)

**DATAMAX**  
UV1H  
Specific Application: Video  
Graphics  
Word Length: 8 bit  
Operating System: Z-GRASS; CP/M  
Languages Supported: Z-GRASS  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$12,000  
**Vendor Sales Terms:** Purchase,  
Rental, Lease

**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1980  
**Number Installed to Date:** 120  
(See Vendor Profile Page V-10)

**DATAMAX**  
UV1H  
Specific Application: Video  
Graphics  
Word Length: 8 bit  
Operating System: Z-GRASS; CP/M  
Languages Supported: Z-GRASS  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$12,000  
**Vendor Sales Terms:** Purchase,  
Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** December 1982  
**Number Installed to Date:** 170

**DATAPoint CORP.**  
1560  
Word Length: 8 bit  
Operating System: DOS  
Languages Supported: Fortran;  
Basic Plus; Databus  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
**Communications Protocols:**  
Asynchronous, Bisynchronous,  
SDLC/SNA, 2780/3780  
Price: \$6,000  
**Vendor Sales Terms:** Purchase,  
Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$90  
**Date First Installed:** October 1982  
(See Vendor Profile Page V-10)

**DATAPoint CORP.**  
VISTA-PC  
Word Length: 16 bit  
Operating System: MS-DOS; CTOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Databus  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
**Communications Protocols:**  
Asynchronous, Bisynchronous,  
SDLC/SNA, X.25, 2780/3770  
Price: \$4,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Date First Installed:** June 1984

**DATARAM CORP.**  
A 22/A  
Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
TSX+; Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral; Ditol  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$8,580  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility

**Date First Installed:** May 1983  
(See Vendor Profile Page V-10)

**DATARAM CORP.**  
A 22/B  
Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
TSX+; Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral; Ditol  
Minimum Memory: 256K bytes  
Maximum Memory: 500K bytes  
Multiple Users: Yes  
Price: \$9,050  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Date First Installed:** May 1983

**DATARAM CORP.**  
A 22/C  
Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
TSX+; Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$5,490  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Date First Installed:** May 1984

**DATARAM CORP.**  
A 22/D  
Word Length: 16 bit  
Operating System: RSTS/E; Unix;  
RT-11; TSX+  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$12,640  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Date First Installed:** August 1983

**DATARAM CORP.**  
A 22/E  
Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
TSX+; Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral; Ditol  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$11,260  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to  
Manufacturing Facility  
**Date First Installed:** June 1984

**DATARAM CORP.**  
W 22  
Word Length: 16 bit

# Micros/Personal Computers

**Operating System:** RT-11; RSTS/E; TSX-1; Unix  
**Languages Supported:** Cobol; Fortran; Basic Plus; Basic Plus 2; Coral; Dibo  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Price:** \$14,750  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** October 1982

## DATA TECHNOLOGIES INDUSTRIES ASSOCIATE

**Word Length:** 8 bit  
**Operating System:** CP/M 3.0  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; G; M  
**Basic**  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, GE  
**Monthly Maintenance:** \$25  
**Date First Installed:** November 1978  
**Number Installed to Date:** 2,500  
*(See Vendor Profile Page V-10)*

## DATA TECHNOLOGIES INDUSTRIES ASSOCIATE +

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, GE  
**Monthly Maintenance:** \$30  
**Date First Installed:** January 1979  
**Number Installed to Date:** 1,200

## DATA TECHNOLOGIES INDUSTRIES ASSOCIATE + 5

**Word Length:** 8 bit  
**Operating System:** CP/M 3.0; MP/M  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase, Rental, Lease

**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, GE  
**Monthly Maintenance:** \$40  
**Date First Installed:** July 1979  
**Number Installed to Date:** 400

## DATA TECHNOLOGIES INDUSTRIES ASSOCIATE + 10

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C; M  
**Basic**  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,300  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, GE  
**Monthly Maintenance:** \$43  
**Number Installed to Date:** 100 - 500

## DATA TECHNOLOGIES INDUSTRIES ASSOCIATE + 15

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,600  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, GE  
**Monthly Maintenance:** \$50

## DATA TOOLS INTERNATIONAL, INC.

**M/8**  
**Word Length:** 8 bit  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Date First Installed:** June 1982  
**Number Installed to Date:** 3  
*(See Vendor Profile Page V-10)*

## DATAVUE CORP. DB 3000

**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic

Plus 2; Pascal; APL; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 17  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,995  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** July 1982  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-10)*

## DATRICON DV-9

**Specific Application:** Process Control  
**Word Length:** 8 bit  
**Operating System:** OS-9; CP/M  
**Languages Supported:** Cobol; Basic; Pascal; C; Fort  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1982  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-11)*

## DATRICON FAC-PAC

**Specific Application:** Process Control  
**Word Length:** 8 bit  
**Operating System:** OS-9; CP/M  
**Languages Supported:** Cobol; Basic; Pascal; C; Fort  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$1,700  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100 - 600

## DAVID COMPUTER, INC. USA 203-ID

**Word Length:** 16 bit  
**Languages Supported:** Cobol  
**Minimum Memory:** 1.1M bytes  
**Maximum Memory:** 1.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Distribution:** OEM  
**Date First Installed:** September 1982  
**Number Installed to Date:** 300  
*(See Vendor Profile Page V-11)*

## DAVID COMPUTER, INC. USA 203-IR

**Word Length:** 16 bit

**Languages Supported:** Cobol; Basic; Assembler  
**Minimum Memory:** 1.1M bytes  
**Maximum Memory:** 1.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Distribution:** OEM  
**Date First Installed:** September 1982  
**Number Installed to Date:** 150

## DAVIDGE CORP. DSE-4000/6000

**Word Length:** 8/16 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDL, SDLC/SNA  
**Price:** \$995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** November 1982  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-11)*

## D.B.S. INTERNATIONAL, INC. DBS 16

**Word Length:** 16 bit  
**Operating System:** CP/M 86; MP/M 86; Concurrent DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 3M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, SDLC/SNA, X.25  
**Price:** \$3,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Digilog  
**Monthly Maintenance:** \$65  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-11)*

## DELTA DATA SYSTEMS CORP. 7265/8T

**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous, SDLC/SNA  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** June 1980  
**Number Installed to Date:** More than 100,000  
*(See Vendor Profile Page V-11)*

## DELTA DATA SYSTEMS CORP. 8365T

**Plug Compatibility:** Honeywell VIP

# Micros/Personal Computers

**Word Length:** 16 bit  
**Operating System:** Concurrent  
**CP/M:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; PL/1; C  
**Minimum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** March 1984

## DELTA DATA SYSTEMS CORP.

**4400T**  
**Word Length:** 16 bit  
**Operating System:** Concurrent  
**CP/M:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** October 1984

## DICOM INDUSTRIES

**AD1B**  
**Plug Compatibility:** DEC  
**Word Length:** 16 bit  
**Operating System:** RT-11; RSX  
**Languages Supported:** Cobol; Fortran; Basic  
**Minimum Memory:** 65K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-11)*

## DIGICOMP RESEARCH CORP.

**DELPHI-100**  
**Word Length:** 16/32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; ADA  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3M bytes  
**Multiple Users:** Yes  
**Price:** \$34,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Third-Party  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-11)*

## DIGITAL EQUIPMENT CORP.

**MICROPOP-11**  
**Word Length:** 16 bit

**Operating System:** Micro/RXK; RT-11; CTS-300; Micro/RSTS  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; APL; Bliss; Coral; C; DIBOL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA, X.25, Ethernet Decnet  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote Diagnostics  
**Monthly Maintenance:** \$109  
*(See Vendor Profile Page V-11)*

## DIGITAL EQUIPMENT CORP. PROFESSIONAL 325

**Word Length:** 16 bit  
**Operating System:** CP/M 80  
**Languages Supported:** Basic; Basic Plus 2  
**Minimum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$3,375  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$38

## DIGITAL EQUIPMENT CORP. PROFESSIONAL 350

**Word Length:** 16 bit  
**Operating System:** CP/M 80  
**Languages Supported:** Basic; Basic Plus 2  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$4,375  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$38

## DIGITAL EQUIPMENT CORP. RAINBOW 100

**Word Length:** 8/16 bit  
**Operating System:** CP/M 80; CP/M 86; MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,675  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$28

## DIGITAL EQUIPMENT CORP. RAINBOW 100+

**Word Length:** 8/16 bit  
**Operating System:** CP/M 80; CP/M 86; MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 896K bytes  
**Communications Protocols:** Asynchronous

**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-3**  
**Word Length:** 8/16  
**Operating System:** CP/M 80; CP/M 86  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SDLC/SNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, Incol  
**Date First Installed:** September 1980  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-12)*

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-3/501**  
**Word Length:** 8 bit  
**Operating System:** MS-DOS; CP/M 86; CP/M 80  
**Communications Protocols:** SDLC/SNA  
**Price:** \$6,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Number Installed to Date:** 1,000 - 5,000

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-4**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SDLC/SNA  
**Price:** \$5,150  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, Incol  
**Date First Installed:** September 1980  
**Number Installed to Date:** 100 - 500

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-15**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** SDLC/SNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, Incol  
**Date First Installed:** December 1982

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-616**  
**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M 86; CP/M 80  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Communications Protocols:** SDLC/SNA  
**Price:** \$1,695  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** March 1984  
**Number Installed to Date:** 1,000 - 5,000

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-5080**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SDLC/SNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, Incol  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500 - 1,000

## DIGITAL MICROSYSTEMS, INC. (DMS)

**DMS-5086**  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** SDLC/SNA  
**Price:** \$3,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** December 1982  
**Number Installed to Date:** 1,000 - 5,000

## DIGITAL PATHWAYS, INC.

**DEFENDER II**  
**Word Length:** 8 bit  
**Languages Supported:** Basic; Samsyn  
**Minimum Memory:** 80K bytes  
**Maximum Memory:** 80K bytes  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$200  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-12)*

## DIGITAL PATHWAYS, INC.

**SLC II**  
**Word Length:** 8 bit

# Micros/Personal Computers

**Languages Supported:** Basic; Sarnym  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 80K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$50  
**Date First Installed:** June 1981  
**Number Installed to Date:** 100 - 500

**DIGITAN SYSTEMS, INC.**  
**DE/1000**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M; MS-DOS  
**Languages Supported:** Cobol; Basic; Pascal; PL/1; C; Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 516K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$2,200  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$20  
**Date First Installed:** 1978  
*(See Vendor Profile Page V-12)*

**DIGITAN SYSTEMS, INC.**  
**DE/2000**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Basic; Pascal; PL/1; C; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$5,200  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$41  
**Date First Installed:** 1978

**DIGITEC**  
**MAGNUM PC 7500**  
**Plug Compatibility:** IBM PC  
**Word Length:** 8 bit  
**Operating System:** MS-DOS; CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Communications Protocols:** None  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** August 1984  
*(See Vendor Profile Page V-12)*

**DIRECT, INC.**  
**DIRECT 1025**  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, HP 2622  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** June 1982  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-12)*

**DIRECT, INC.**  
**DIRECT 1031**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, VT100/131  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** February 1983  
**Number Installed to Date:** 500 - 1,000

**DIRECT, INC.**  
**IPC 1000**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS; Concurrent CP/M; Xenix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, GP 2624B, 3270  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** January 1984  
**Number Installed to Date:** 300

**DOCUTEL OLIVETTI CORP.**  
**M20**  
**Word Length:** 16 bit  
**Operating System:** PCOS; CP/M; MS-DOS  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$2,965  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$46  
**Date First Installed:** August 1982  
*(See Vendor Profile Page V-12)*

**DP BUSINESS SYSTEMS, INC.**  
**DP 1880 SERIES**  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; PL/1; Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 34  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$25,265  
**Vendor Sales Terms:** Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** August 1981  
*(See Vendor Profile Page V-12)*

**DUAL SYSTEMS CORP.**  
**83/00**  
**Specific Application:** Industrial Control  
**Word Length:** 21/16 Bit  
**Operating System:** MAX BUG; RTK  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Fort  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDL  
**Price:** \$4,590  
**Vendor Sales Terms:** Purchase  
**Distribution:** On-Site, Remote  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1980  
*(See Vendor Profile Page V-12)*

**DUAL SYSTEMS CORP.**  
**83/20**  
**Word Length:** 16/32 bit  
**Operating System:** Unix 7; Unix System V  
**Languages Supported:** Cobol; Fortran; Basic Plus; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3.2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, X.25, Ethernet  
**Price:** \$16,660  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** June 1982

**DUAL SYSTEMS CORP.**  
**83/500**  
**Word Length:** 16/32 bit  
**Languages Supported:** Cobol; Fortran; Basic Plus; Basic Plus 2; Pascal; C  
**Minimum Memory:** 2K bytes  
**Maximum Memory:** 6.2M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, X.25, Ethernet  
**Price:** \$65,940  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Monthly Maintenance:** \$700

**Date First Installed:** June 1984  
**Number Installed to Date:** 1 - 10

**DUAL SYSTEMS CORP.**  
**83/80**  
**Word Length:** 16/32 bit  
**Operating System:** Unix; RTK  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; C; Fort  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, ADCCP/HDL, X.25, Ethernet  
**Price:** \$22,200  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Monthly Maintenance:** \$200  
**Date First Installed:** December 1983

**DURANGO SYSTEMS, INC.**  
**800 SERIES**  
**Word Length:** 8 bit  
**Operating System:** DX85M; CP/M; MP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 96K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$7,450  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1980  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-12)*

**DURANGO SYSTEMS, INC.**  
**900 SERIES**  
**Word Length:** 8 bit  
**Operating System:** DX85M; CP/M; MP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 196K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$9,950  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** March 1982  
**Number Installed to Date:** 1,000 - 5,000

**EAGLE COMPUTER, INC.**  
**EAGLE PC PLUS XL**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic A  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No

# Micros/Personal Computers

Price: \$3,995  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell  
Date First Installed: November 1983  
(See Vendor Profile Page V-13)

**EAGLE COMPUTER, INC.**  
**EAGLE PC TURBO XL**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic A  
Minimum Memory: 256K bytes  
Multiple Users: No  
Price: \$4,995  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell  
Date First Installed: April 1984

**EAGLE COMPUTER, INC.**  
**EAGLE PC PLUS 1**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic A  
Minimum Memory: 256K bytes  
Multiple Users: No  
Price: \$1,795  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell  
Date First Installed: November 1983

**EAGLE COMPUTER, INC.**  
**EAGLE PC PLUS 2**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic A  
Minimum Memory: 256K bytes  
Multiple Users: No  
Price: \$2,195  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell  
Date First Installed: November 1983

**EAN ELECTRONICS**  
**EH-6100**  
Word Length: 12 bit  
Operating System: OSA  
Languages Supported: Fortran;  
Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1980  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-13)

**ELECTRO DESIGN, INC.**  
**IMP-6**  
Specific Application: CAD/CAM  
Plug Compatibility: IBM PC  
Word Length: 8/16 bit

Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Price: \$1,600  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1983  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-13)

**ELECTRO DESIGN, INC.**  
**IMP-12**  
Plug Compatibility: IBM PC  
Word Length: 8/16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Price: \$1,900  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1983  
Number Installed to Date: 50 - 100

**ELECTRO DESIGN, INC.**  
**IMP-18**  
Plug Compatibility: IBM PC  
Word Length: 8/16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Price: \$2,100  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1983  
Number Installed to Date: 50 - 100

**ELECTRO-DESIGN, INC.**  
**IMP-12**  
Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$1,950  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1983  
Number Installed to Date: 100 - 500

**ELECTRONIC CONTROL TECHNOLOGY, INC.**  
**T-Z80**  
Word Length: 8 bit  
Operating System: CP/M, Northstar  
DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes

Maximum Memory: 1M bytes  
Multiple Users: No  
Minimum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,400  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1977  
(See Vendor Profile Page V-13)

**ELECTRONIC CONTROL TECHNOLOGY, INC.**  
**TT-8080**  
Word Length: 8 bit  
Operating System: CP/M, Northstar  
DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$1,260  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1977

**E & L INSTRUMENTS**  
**FOX**  
Specific Application: Training  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Machine  
Language  
Minimum Memory: 6K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$399  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1982  
Number Installed to Date: 500  
(See Vendor Profile Page V-13)

**E & L INSTRUMENTS**  
**MM2**  
Specific Application: Training  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Machine  
Language  
Minimum Memory: 4K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$1,550  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1980  
Number Installed to Date: 750  
**ESSEX ENGINEERING CO.**  
**SX-1107**  
Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol;

Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$110  
Date First Installed: September  
1982  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-14)

**ESSEX ENGINEERING CO.**  
**SX-1116**  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic; C  
Minimum Memory: 1M bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 24  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$16,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics, Third-Party  
Monthly Maintenance: \$200  
Date First Installed: April 1984  
Number Installed to Date: 10 - 50

**ESTIMATION, INC.**  
**BID MASTER 1**  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$7,990  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
TRW  
Monthly Maintenance: \$100  
Date First Installed: June 1984  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-14)

**ESTIMATION, INC.**  
**BID MASTER 5**  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$16,990  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: Third-Party, TRW  
Monthly Maintenance: \$100  
Date First Installed: June 1984  
Number Installed to Date: 10 - 50

# Micros/Personal Computers

## ET COMPUTER SYSTEMS, INC.

2010  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$1,349  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: April 1984  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-14)

## ET COMPUTER SYSTEMS, INC.

2020  
Word Length: 16 bit  
Operating System: MS-DOS; CP/M II  
Languages Supported: Cobol; Fortran; Basic; C  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$1,795  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1984

## ET COMPUTER SYSTEMS, INC.

2032  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 128K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1984

## EXECUTIVE PRESENTATION SYSTEMS CORP.

EPS SYSTEM  
Specific Application: Graphics  
Word Length: 8/16 bit  
Operating System: CP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal; APL; PL/1; Coral; C  
Minimum Memory: 640K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-14)

## FACIT, INC.

DTC  
Word Length: 8 bit

Operating System: Facit DOS; CP/M  
Languages Supported: Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 190K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Bisynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$44  
Date First Installed: February 1982  
(See Vendor Profile Page V-14)

## FINANCIAL BUSINESS COMPUTERS, INC.

FBC COMMANDER  
Word Length: 8 bit  
Operating System: CP/M 86  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bisynchronous, SDC/SNA  
Price: \$4,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
Date First Installed: November 1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-14)

## FINANCIAL BUSINESS COMPUTERS, INC.

FBC COMPUTER  
Word Length: 8 bit  
Operating System: CP/M; TURBO/DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; APL; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bisynchronous, SDC/SNA  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
Date First Installed: 1982  
Number Installed to Date: 50 - 100

## FIRST COMPUTER CORP.

GEMINI 32 PLUS  
Operating System: RT-11; Unix; RSTS/E; RSX-11M  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Remote Diagnostics, Return to

Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-14)

## FIRST COMPUTER CORP.

GEMINI 73  
Operating System: RT-11; RSTS/E; RSX-11M; Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party

## FIRST COMPUTER CORP.

TAURUS 73  
Operating System: RT-11; RSTS/E; RSX-11M; Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Vendor Sales Terms: Purchase, Rental  
Distribution: End User  
Maintenance: Third-Party, On-Site, Remote Diagnostics, Return to Manufacturing Facility

## FORTUNE SYSTEMS

32:16  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 14  
Communications Protocols: Asynchronous, Bisynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility, Third-Party  
Date First Installed: August 1982  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-14)

## FORWARD TECHNOLOGY MODEL 3000

Specific Application: Graphics  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Bisynchronous, ADCP/HDLC, SDC/SNA  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Return to Manufacturing Facility  
Date First Installed: December 1982

Number Installed to Date: 100  
(See Vendor Profile Page V-14)

## FRANCHISE MAILING SYSTEMS

3410  
Specific Application: List Maintenance  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic; Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party  
Date First Installed: 1976  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-14)

## FRANCHISE MAILING SYSTEMS

3420  
Specific Application: List Maintenance  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic; Basic Plus 2  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party  
Date First Installed: 1982  
Number Installed to Date: 1 - 10

## FRANCHISE MAILING SYSTEMS

3440  
Specific Application: Graphics  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic; Basic Plus 2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Third-Party, MIS  
Date First Installed: 1980  
Number Installed to Date: 1 - 10

## FRANCHISE MAILING SYSTEMS

PELICAN  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 10  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1983

## FRANCHISE MAILING SYSTEMS

PHOENIX  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Assembler

# Micros/Personal Computers

Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1983

## FRANKLIN COMPUTER CORP.

ACE 1000  
Word Length: 8 bit  
Operating System: DOS 3.3  
Languages Supported: Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$1,095  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: March 1982  
Number Installed to Date: 80,000

## FRANKLIN COMPUTER CORP.

ACE 1200  
Word Length: 8 bit  
Operating System: DOS 3.3  
Languages Supported: Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$1,395  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1983

## FUJITSU

MICROELECTRONICS, INC.  
MICRO 165  
Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS; CP/M 86  
Languages Supported: Cobol; Basic; Pascal; PL/1; C; DR  
Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Bistynchronous  
Price: \$2,550  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Third-Party, TRW  
(See Vendor Profile Page V-15)

## GENERAL AUTOMATION

ZEBRA 1500  
Word Length: 16/32 bit  
Operating System: Pick  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols: Asynchronous  
Price: \$13,500  
Vendor Sales Terms: Purchase

Distribution: Third-Party  
Maintenance: Third-Party, Sorbus  
Monthly Maintenance: \$160  
(See Vendor Profile Page V-15)

## GIMIX, INC.

GIMIX  
Word Length: 8 bit  
Operating System: OS9; Flex; Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal; C; Assembler  
Minimum Memory: 56K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 72  
Communications Protocols: Asynchronous, Bistynchronous  
Price: \$3,998  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: 1980  
(See Vendor Profile Page V-15)

## GOLDEN WEST COMPUTERS

999 SERIES  
Specific Application: Word Processing; Office Automation  
Word Length: 8 bit  
Operating System: CP/M; TURBO/DOS  
Languages Supported: Basic; Basic Plus; Pascal; CP80  
Minimum Memory: 64K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Price: \$4,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to Manufacturing Facility  
Monthly Maintenance: \$30  
Date First Installed: December 1979  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-15)

## GOULD, INC.

PS 1000  
Word Length: 16 bit  
Operating System: PSX; CP/M 86; MS-DOS  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Communications Protocols: ADCCP/HDLC, SDLC/SNA  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-15)

## HARDY COMPUTER CORP.

255  
Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous, Bistynchronous, ADCCP/HDLC, SDLC/SNA  
Price: \$2,000

Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-16)

## HARTRONIX, INC.

4532A  
Word Length: 32 bit  
Languages Supported: Assembler; Fortran  
Minimum Memory: 32K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bistynchronous  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: November 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-16)

## HEURIKON CORP.

HK8000 SYSTEM  
Word Length: 32 bit  
Operating System: Unix; CP/M  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Pascal; C  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous, Bistynchronous, ADCCP/HDLC, SDLC/SNA  
Price: \$2,915  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to Manufacturing Facility  
Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

9000 SERIES 500  
Word Length: 32 bit  
Operating System: HP  
Languages Supported: Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: February 1983  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

HP 85A  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Price: \$6,500  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party

Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: January 1980

## HEWLETT-PACKARD CO.

HP 86B  
Word Length: 8 bit  
Operating System: CP/M; P-System  
Languages Supported: Fortran; Basic; Pascal; Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: July 1983

## HEWLETT-PACKARD CO.

HP 150  
Word Length: 16 bit  
Operating System: MS-DOS 2.0  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1983

## HEWLETT-PACKARD CO.

SERIES 200 MODEL 216  
Word Length: 16/32 bit  
Operating System: CP/M 68K  
Languages Supported: Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 1  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: November 1982

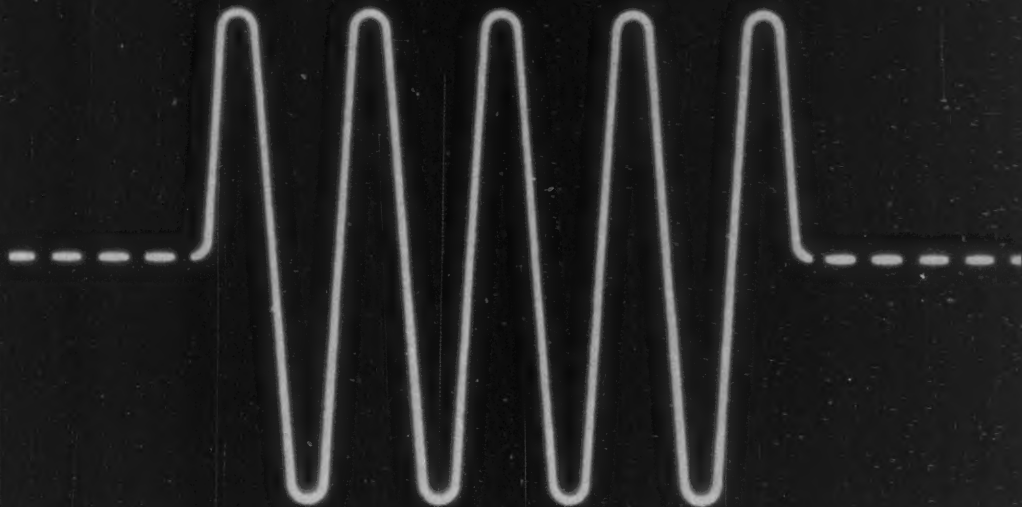
## HEWLETT-PACKARD CO.

SERIES 200 MODEL 220  
Word Length: 16/32 bit  
Operating System: HP  
Languages Supported: Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 3.9M bytes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1983

## HEWLETT-PACKARD CO.

SERIES 200 MODEL 226  
Word Length: 16/32 bit  
Languages Supported: Basic; Basic Plus; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Multiple Users: No

# THE AT&T FAMILY OF DATAPHONE MODEMS. WE MAKE WAVES.



You need to move more data faster than ever before.

AT&T Information Systems can help, with modems and advanced diagnostic systems—to keep your data coming loud and clear.

#### **A full line of fast-talking modems.**

We offer a full line of asynchronous and synchronous modems. They make waves over private or switched lines at speeds of 300 to 9600 bps.

#### **We keep an eye out for trouble.**

You need reliable network management. DATAPHONE® II Service meets that need.

It combines synchronous analog data transmission at speeds of 2400 to 9600 bps with a network diagnostic system on four upgradeable levels.

On all levels, diagnostics are separated from your host computer. You save costly processing time. Malfunctions are detected automatically, isolated and repaired without

disabling your network.

Level I utilizes stand-alone data sets that are the backbone of our service. They monitor signals on a low-end frequency band.

Level II centralizes network control and testing through a Diagnostic Controller. It monitors up to 256 control modems.

Level III adds a Network Controller, CRT and printer for expanded diagnostics, control and hard-copy reporting.

Level IV offers eight times the capacity of Level III. A System Controller is added. A color CRT provides graphic displays of fault and test reports.

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**WHEN YOU'VE GOT TO BE RIGHT.**



**AT&T**  
Information Systems

# Micros/Personal Computers

**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** June 1981

**HEWLETT-PACKARD CO.**  
**SERIES 200 MODEL 236**  
**Word Length:** 16/32 bit  
**Languages Supported:** Basic;  
 Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1982

**HONEYWELL INFORMATION**  
**SYSTEMS, INC.**  
**MICROSYSTEM 6/10**  
**Word Length:** 16 bit  
**Operating System:** GCOS 6; CP/M  
 86; MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
 Asynchronous, Biscynchronous,  
 ADCCP/HDLC, SDLC/SNA,  
 LHDLG/RNP6  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$600  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-16)*

**HONEYWELL INFORMATION**  
**SYSTEMS, INC.**  
**MICROSYSTEM 6/20**  
**Word Length:** 16 bit  
**Operating System:** GCOS 6  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
 Asynchronous, Biscynchronous,  
 ADCCP/HDLC, SDLC/SNA,  
 LHDLG/RNP6  
**Price:** \$20,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$1,700  
**Date First Installed:** 1983

**HOUSTON ENGINEERING**  
**RESEARCH CORP.**  
**HOUSTON ENGINEERING**  
**Word Length:** 8 bit  
**Operating System:** Proprietary  
**Languages Supported:** Fortran;  
 Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**

Asynchronous, Synchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-17)*

**IBM**  
**9002**  
**Word Length:** 32 bit  
**Operating System:** Xenix; CSOS  
**Languages Supported:** Fortran;  
 Basic; Pascal  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
 Diagnostics  
**Date First Installed:** February 1984  
*(See Vendor Profile Page V-17)*

**IBM**  
**PC**  
**Word Length:** 16 bit  
**Operating System:** PC-DOS; CP/M;  
 UCSD P-System  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; APL;  
 Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Communications Protocols:**  
 Asynchronous, Biscynchronous,  
 SDLC/SNA  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** October 1981  
**Number Installed to Date:** 230,000

**IBM**  
**PC/XT**  
**Word Length:** 16 bit  
**Operating System:** PC-DOS; CP/M;  
 UCSD P-System  
**Languages Supported:** Cobol;  
 Fortran; Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:**  
 Asynchronous, Biscynchronous,  
 SDLC/SNA  
**Price:** \$4,395  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
 Diagnostics, Third-Party  
**Date First Installed:** March 1983

**IBM**  
**PC AT**  
**Word Length:** 16 bit  
**Operating System:** PC-DOS 3.0;  
 PC-DOS 3.1; Xenix  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Biscynchronous,

SDLC/SNA  
**Price:** \$3,995 to \$5,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Date First Installed:** August 1984

**IBM**  
**PCJR**  
**Word Length:** 16 bit  
**Operating System:** PC-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$599  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Remote  
 Diagnostics, Third-Party  
**Date First Installed:** November 1983

**IDEOGRAPHIX, INC.**  
**IDEOGRAPHIX 5488**  
**Specific Application:** Chinese  
 Language Processing  
**Word Length:** 16 bit  
**Operating System:** Intel RNK  
**Languages Supported:** Cobol;  
 Fortran; PLM  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Biscynchronous  
**Price:** \$20,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-  
 Party  
**Maintenance:** On-Site  
**Date First Installed:** April 1982  
**Number Installed to Date:** 400  
*(See Vendor Profile Page V-17)*

**IMPRES, INC.**  
**IMPRES SYSTEM 600**  
**Specific Application:** Graphics  
**Operating System:** CP/M  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** No  
**Price:** \$36,500  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$365  
**Date First Installed:** September  
 1983  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-17)*

**IMS INTERNATIONAL**  
**5000IS**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 86; CP/M  
 80; TURBO/DOS; Concurrent DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Cobol; CB80  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 6  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party

**Maintenance:** Third-Party  
**Date First Installed:** February 1983  
**Number Installed to Date:** 4,000  
*(See Vendor Profile Page V-17)*

**IMS INTERNATIONAL**  
**5000SX**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80;  
 TURBO/DOS; CP/M; Concurrent  
 DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Cobol; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Western  
 Union  
**Date First Installed:** November 1981  
**Number Installed to Date:** 5,000

**IMS INTERNATIONAL**  
**8000S**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80;  
 TURBO/DOS; CP/M 86; Concurrent  
 DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; CB86, MP+,  
 Cobol  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** 1980  
**Number Installed to Date:** 3,000

**IMS INTERNATIONAL**  
**8000SX**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M 80;  
 TURBO/DOS; CP/M 86; Concurrent  
 DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**  
 Asynchronous, Synchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** November 1981  
**Number Installed to Date:** 6,500

**INDUSTRIAL COMPUTER**  
**DESIGNS, INC.**  
**SILENT PARTNER**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** ICD Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No

# Micros/Personal Computers

**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, X.25  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** May 1984  
*(See Vendor Profile Page V-17)*

## INFORX, INC.

**GEN V**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** 2780; 3780; 3270  
**Price:** \$22,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$400  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-17)*

## INNOTRONICS CORP.

**SERIES 8000**  
**Word Length:** 8 bit  
**Operating System:** CP/M; TURBO/DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$11,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$26  
**Date First Installed:** March 1977  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-18)*

## INTECOLOR CORP.

**INTECOLOR 3650**  
**Word Length:** 8 bit  
**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 24K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,945  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$30  
**Date First Installed:** March 1979  
*(See Vendor Profile Page V-18)*

## INTECOLOR CORP.

**INTECOLOR 8050**  
**Word Length:** 8 bit

**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$3,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** January 1977

## INTECOLOR CORP.

**INTECOLOR 8060**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 88K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** June 1978

## INTECOLOR CORP.

**INTECOLOR 8350**  
**Word Length:** 8 bit  
**Operating System:** FCS  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 30K bytes  
**Maximum Memory:** 58K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$4,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40  
**Date First Installed:** April 1977

## INTECOLOR CORP.

**INTECOLOR 8360**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Disk Basic  
**Minimum Memory:** 58K bytes  
**Maximum Memory:** 88K bytes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$4,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$40

## INTEGRATED BUSINESS

### COMPUTERS (IBC)

**ENISIGN**  
**Word Length:** 32 bit

**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C; ADA  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 8M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$30,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, Dealers  
**Monthly Maintenance:** \$375  
**Date First Installed:** January 1984  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-18)*

## INTEGRATED BUSINESS

**COMPUTERS (IBC)**  
**MIDI-CADET**  
**Word Length:** 8 bit  
**Operating System:** Oasis; CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 11  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Dealers  
**Monthly Maintenance:** \$100  
**Date First Installed:** February 1983  
**Number Installed to Date:** 1,000 - 5,000

## INTEGRATED BUSINESS

**COMPUTERS (IBC)**  
**MINI-CADET II/P**  
**Word Length:** 8 bit  
**Operating System:** Oasis; CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$10,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, Dealer  
**Monthly Maintenance:** \$100  
**Date First Installed:** January 1984  
**Number Installed to Date:** 100 - 500

## INTEGRATED BUSINESS

**COMPUTERS (IBC)**  
**SUPER-CADET**  
**Word Length:** 8 bit  
**Operating System:** Oasis; CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C; Assembler  
**Minimum Memory:** 320K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**

Asynchronous, Bismynchronous  
**Price:** \$15,095  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** April 1984  
**Number Installed to Date:** 10 - 50

## INTEGRATED SOLUTIONS

**OPTIMUM SERIES**  
**Word Length:** 16/32 bit  
**Operating System:** Unix System 3; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Assembler, Ada  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1983  
**Number Installed to Date:** 2,000

## INTEL CORP.

**86/310**  
**Word Length:** 16 bit  
**Operating System:** Xenix; IRMX; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; PL/M  
**Minimum Memory:** 328K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-18)*

## INTEL CORP.

**286/310**  
**Word Length:** 16 bit  
**Operating System:** Xenix; IRMX  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; PL/M; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous, SDC/SNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** December 1983

## INTEL CORP.

**IDIS SYSTEM**  
**Word Length:** 16 bit  
**Operating System:** Xenix  
**Languages Supported:** Fortran; Pascal; C; PL/M; Assembler  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Bismynchronous, Hsp

# Micros/Personal Computers

Price: \$22,940  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: July 1983

## INTER — CARE

7200  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Bisynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100  
(See Vendor Profile Page V-18)

## INTER — CARE

7400  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Bisynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100

## INTER — CARE

7400  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Bisynchronous  
Price: \$14,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100

## INTER — CARE

7500  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No

Maximum I/O Ports: 2  
Communications Protocols:  
Bisynchronous  
Price: \$19,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: December 1982  
Number Installed to Date: 100

## INTER — CARE

8200  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 13  
Communications Protocols:  
Bisynchronous  
Price: \$11,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100

## INTER — CARE

8300  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 13  
Communications Protocols:  
Bisynchronous  
Price: \$15,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100

## INTER — CARE

8400  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 13  
Communications Protocols:  
Bisynchronous  
Price: \$14,500  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party,  
MAI Sorbus  
Date First Installed: November 1982  
Number Installed to Date: 100

## INTER — CARE

8500  
Word Length: 8 bit  
Operating System: Oasis; CP/M

Languages Supported: Cobol;  
Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 13  
Communications Protocols:  
Bisynchronous  
Price: \$19,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: Third-Party  
Maintenance: Third-Party, MAI  
Sorbus  
Date First Installed: December 1982  
Number Installed to Date: 100

## INTERCITY

PC-1  
Specific Application: Industrial  
Control  
Word Length: 8 bit  
Languages Supported: Assembler  
Minimum Memory: 1K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$1,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1976  
Number Installed to Date: 150  
(See Vendor Profile Page V-18)

## INTERCONTINENTAL MICROSYSTEMS CORP.

CPS-BMS  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Price: \$475  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: March 1983  
Number Installed to Date: 5,000  
(See Vendor Profile Page V-18)

## INTERCONTINENTAL MICROSYSTEMS CORP.

CPS-16X  
Word Length: 16 bit  
Operating System: CP/M; CP/M 86;  
MS-DOS  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Price: \$1,395  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1984  
Number Installed to Date: 50

## INTERCONTINENTAL MICROSYSTEMS CORP.

CPZ-16  
Word Length: 16 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes

Multiple Users: Yes  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility

## INTERCONTINENTAL MICROSYSTEMS CORP.

CPZ-4800 X  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Price: \$995  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: February 1982  
Number Installed to Date: 2,500

## INTERCONTINENTAL MICROSYSTEMS CORP.

WS-16  
Word Length: 16 bit  
Operating System: CP/M;  
TURBO/DOS; MS-DOS  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Arcnet  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: October 1984

## INTERCONTINENTAL MICROSYSTEMS CORP.

WS-80X  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS; Famos  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols: Arcnet  
Price: \$995  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: August 1984

## INTERNATIONAL ENTRY SYSTEMS, INC.

8000  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,400  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$30  
Date First Installed: September  
1982  
Number Installed to Date: 20  
(See Vendor Profile Page V-18)

# Micros/Personal Computers

## INTERNATIONAL ENTRY SYSTEMS, INC.

**DATA CORDER 2**  
Word Length: 8 bit  
Languages Supported: Basic; Quick  
Minimum Memory: 32K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$25  
Date First Installed: June 1977  
Number Installed to Date: 3,000

## INTERNATIONAL SYSTEM MARKETING, INC. UNISYSTEM

Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; APL; C; Forth; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$2,700  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Third-Party, Sorbus  
Monthly Maintenance: \$40  
Date First Installed: November 1983  
Number Installed to Date: 200  
(See Vendor Profile Page V-18)

## INTEREC COMPUTAR II

Word Length: 8 bit  
Operating System: CP/M  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Synchronous  
Price: \$1,795  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party, Bunker-Ramo  
Date First Installed: 1980  
(See Vendor Profile Page V-19)

## ISI INTERNATIONAL ISB 80/85

Specific Application: Process Control  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Fortran; Basic; Pascal; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
ADCCP/HDL, SDLC/SNA  
Price: \$4,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM

Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: September 1982  
Number Installed to Date: 300  
(See Vendor Profile Page V-19)

## ITHACA INTERSYSTEMS, INC. ENCORE XPUBO

Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-19)

## ITHACA INTERSYSTEMS, INC. ENCORE MPU8000

Word Length: 16 bit  
Operating System: Xenix  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: January 1982

## ITHACO, INC. COMPUAS

Specific Application: Data Acquisition  
Word Length: 8 bit  
Operating System: TMS  
Languages Supported: Basic  
Minimum Memory: 20K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$7,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: 1977  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-19)

## ITT COURIER TERMINAL SYSTEMS, INC.

**XTRA**  
Plug Compatibility: IBM PC, PC/XT  
Word Length: 16 bit  
Operating System: MS-DOS 2.1  
Minimum Memory: 128K bytes

Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bisynchronous, SDLC/SNA  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics, Return to Manufacturing Facility  
(See Vendor Profile Page V-19)

## JCS SYSTEMS JCS-507

Word Length: 8/16 bit  
Operating System: CP/M;  
TURBO/DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: May 1982  
Number Installed to Date: 200  
(See Vendor Profile Page V-19)

## JONOS INTERNATIONAL, INC. 2150

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-19)

## JONOS INTERNATIONAL, INC. 2550

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,885  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party

## JONOS INTERNATIONAL, INC. 2800

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

Maintenance: Third-Party

## KAYPRO CORP.

**KAYPRO II**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$1,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Sorbus  
Data First Installed: May 1982  
Number Installed to Date: 50,000 - 100,000  
(See Vendor Profile Page V-19)

## KAYPRO CORP.

**KAYPRO 4X**  
Word Length: 8 bit  
Operating System: CP/M  
Minimum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: July 1984

## KONTRON ELECTRONICS 2300

Specific Application: Development System  
Word Length: 8 bit  
Operating System: Unix  
Languages Supported: Pascal; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$17,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$250  
Date First Installed: November 1978  
Number Installed to Date: 6,200  
(See Vendor Profile Page V-19)

## KONTRON ELECTRONICS KDS

Specific Application: Development System  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Pascal; C; Assembler  
Minimum Memory: 1M bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$22,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User

# Micros/Personal Computers

**Maintenance:** On-Site  
**Monthly Maintenance:** \$300  
**Date First Installed:** February 1983  
**Number Installed to Date:** 800

**LABORATORY TECHNOLOGIES CORP.**  
**LAB TECH 70**  
**Word Length:** 16 bit  
**Operating System:** IRMX-86  
**Languages Supported:** Fortran; Basic; Pascal; C; PLM-86  
**Minimum Memory:** 380K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$160  
**Date First Installed:** April 1982  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-19)*

**LEADING EDGE PRODUCTS**  
**LEADING EDGE PC**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic; Cobol; Fortran; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous; Bismynchronous; SDLC/SNA; X.25  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility; Third-Party  
**Date First Installed:** November 1983  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-20)*

**LNW COMPUTER**  
**LNW TEAM**  
**Plug Compatibility:** Tandy TRS-80/1  
**Word Length:** 8 bit  
**Operating System:** DOS/PLUS;  
**NEW/DOS 80; L/DOS**  
**Languages Supported:** Basic  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 160K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$1,195  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** May 1984  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-20)*

**LOBO SYSTEMS, INC.**  
**MAX-80**  
**Word Length:** 8 bit  
**Operating System:** CP/M; Multi-DOS; L-DOS; DOS-PLUS  
**Languages Supported:** Cobol; Fortran; APL; PL/1; Bliss; C; Assembly

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$1,600  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-20)*

**LOGICAL BUSINESS MACHINES**  
**ADAM III**  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Languages Supported:** Natural  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 12  
**Communications Protocols:** Asynchronous  
**Price:** \$19,170  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** September 1982  
**Number Installed to Date:** 1,500  
*(See Vendor Profile Page V-20)*

**LOGICAL BUSINESS MACHINES**  
**DAVID**  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Languages Supported:** Natural  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$5,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** December 1980  
**Number Installed to Date:** 500 - 1,000

**LOGICAL BUSINESS MACHINES**  
**GOLIATH II**  
**Word Length:** 16 bit  
**Operating System:** Proprietary  
**Languages Supported:** Natural  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous  
**Price:** \$19,170  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** October 1980  
**Number Installed to Date:** 100 - 500

**M/A-COM INFORMATION SYSTEMS DIVISION**  
**TIPC**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS;

**Concurrent CP/M; CP/M 86; UCSD P-System**  
**Languages Supported:** Cobol; Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Bismynchronous, SDLC/SNA  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
*(See Vendor Profile Page V-20)*

**MAD COMPUTER, INC.**  
**MAD-1**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS 2.0; CP/M 86; Concurrent CP/M  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$4,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-20)*

**MAGIC COMPUTER CO.**  
**MAGIC PSC-88/2**  
**Specific Application:** Word Processing  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$1,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-20)*

**MAI - BASIC FOUR**  
**S/10**  
**Word Length:** 8 bit  
**Operating System:** BB/M; CP/M  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** February 1984  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-20)*

**MARUBEAN INTERNATIONAL ELECTRONICS CORP.**  
**IBEX 7500**  
**Word Length:** 8 bit  
**Operating System:** CP/M; DPC/OS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, Ames Technical Service  
**Date First Installed:** 1981  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-20)*

**MARUBEAN INTERNATIONAL ELECTRONICS CORP.**  
**IBEX 9000**  
**Word Length:** 8/16  
**Operating System:** MS-DOS; CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDL, SDLC/SNA, X.25  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party

**MEASUREMENT SYSTEMS & CONTROLS, INC.**  
**SYSTEM 2900**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M; Oasis  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1981  
**Number Installed to Date:** 1,000  
*(See Vendor Profile Page V-20)*

**MEASUREMENT SYSTEMS & CONTROLS, INC.**  
**VOYAGER**  
**Word Length:** 16 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Ada, SMC, SBC Fortran  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 26  
**Communications Protocols:** Asynchronous  
**Price:** \$16,000

# Micros/Personal Computers

**Vendor Sales Terms:** Purchase  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: December 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-20)

## MEASUREMENT SYSTEMS AND CONTROL

2912  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$5,175  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: October 1981  
Number Installed to Date: 1,000  
(See Vendor Profile Page V-21)

## MEASUREMENT SYSTEMS AND CONTROL

2914  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$5,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: October 1981  
Number Installed to Date: 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2924  
Word Length: 8 bit  
Operating System: MP/M; CP/M;  
Oasis  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$6,325  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: September 1981  
Number Installed to Date: 100 - 500

## MEASUREMENT SYSTEMS AND CONTROL

2950  
Word Length: 8 bit

**Operating System:** CP/M; Oasis;  
MP/M  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
**Price:** \$7,725  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** December 1982  
**Number Installed to Date:** 100 - 500

## MEASUREMENT SYSTEMS AND CONTROL

2951  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$9,150  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2960  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$8,270  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2962  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$8,690  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

**Date First Installed:** November 1982  
**Number Installed to Date:** 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2964  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$10,945  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: November 1982  
Number Installed to Date: 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2966  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$12,650  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: December 1982  
Number Installed to Date: 500 - 1,000

## MEASUREMENT SYSTEMS AND CONTROL

2968  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$12,080  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: March 1983  
Number Installed to Date: 100 - 500

## MEASUREMENT SYSTEMS AND CONTROL

2969  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
MP/M; Business Express  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

**Maximum I/O Ports:** 20  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
**Price:** \$13,750  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** March 1983

## MEGADATA CORP.

SYSTEM 8200  
Operating System: MS-DOS; CP/M  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Communications Protocols:  
Bisynchronous, SDLC/SNA,  
Synchronous  
Price: \$4,350  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$58  
Date First Installed: June 1984  
(See Vendor Profile Page V-21)

## MEMOTECH CORP.

FTX 1000  
Word Length: 8 bit  
Languages Supported: Basic;  
Assembly, Noddy  
Minimum Memory: 140K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: March 1984  
(See Vendor Profile Page V-21)

## MEMOTECH CORP.

HDX  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: Basic;  
Assembly, Noddy  
Minimum Memory: 164K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: March 1984

## MEMOTECH CORP.

HRX  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic;  
Assembly, Noddy  
Minimum Memory: 750K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$18,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site

# Micros/Personal Computers

**Date First Installed:** June 1984

## **MICROCOMPUTER TECHNOLOGY, INC.**

**MOD III PLUS**  
**Plug Compatibility:** Tandy TRS-80/1  
**Word Length:** 8 bit  
**Operating System:** TRS/DOS; DOS; CP/M

**Languages Supported:** Cobol; Fortran; Basic; Pascal  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Remote Diagnostics  
**Date First Installed:** January 1979  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-21)*

## **MICRODATA CORP.**

**1000 SERIES**  
**Specific Application:** Word Processing; Distribution  
**Word Length:** 16 bit  
**Operating System:** CTOS; MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous; Synchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
*(See Vendor Profile Page V-21)*

## **MICRO FIVE CORP.**

**SERIES 1000**  
**Word Length:** 16 bit  
**Operating System:** STAR/DOS; SMC Basic; MP/II; MS-DOS  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous; Bismynchronous  
**Price:** \$4,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party, Dealers  
**Date First Installed:** November 1982  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-21)*

## **MICRO SOURCE, INC.**

**M8000P**  
**Operating System:** CP/M; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:**

Asynchronous, Bismynchronous, ADCCP/HDLC, SDLC/SNA  
**Price:** \$3,900  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1981  
*(See Vendor Profile Page V-22)*

## **MICRO SOURCE, INC.**

**M8000P-H**  
**Operating System:** CP/M; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDLC, SDLC/SNA  
**Price:** \$6,395  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** August 1982

## **MICRO SOURCE, INC.**

**M8000P-N/C**  
**Operating System:** CP/M; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDLC, SDLC/SNA  
**Price:** \$7,395  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** November 1982

## **MICRO SOURCE, INC.**

**M8000P-P/H/C**  
**Operating System:** CP/M; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal; RPG; PL/1; C  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous, ADCCP/HDLC, SDLC/SNA  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** November 1982

## **MICRO TECHNOLOGY**

**UNLIMITED**  
**MTU-140**  
**Plug Compatibility:** IBM 3270  
**Word Length:** 8 bit  
**Operating System:** Coda  
**Languages Supported:** Basic; Pascal; Magic-L

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Remote Diagnostics, Return to Manufacturing Facility  
**Date First Installed:** January 1984  
**Number Installed to Date:** 200  
*(See Vendor Profile Page V-22)*

## **MIKROS SYSTEMS CORP.**

**MKS 1750/C**  
**Word Length:** 16 bit  
**Operating System:** MMON  
**Languages Supported:** MIL-STD-1750  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Price:** \$30,740  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-22)*

## **MIKROS SYSTEMS CORP.**

**MKS 1750/M**  
**Word Length:** 16 bit  
**Operating System:** MMON  
**Languages Supported:** MIL-STD-1750  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Price:** \$10,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Date First Installed:** January 1983  
**Number Installed to Date:** 90

## **MIKROS SYSTEMS CORP.**

**MKS 1750/S**  
**Word Length:** 16 bit  
**Operating System:** MMON  
**Languages Supported:** MIL-STD-1750  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1984

## **MINDSET CORP.**

**MINDSET**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic; Pascal; C; Lattice  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 288K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$1,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party

**Maintenance:** On-Site  
**Date First Installed:** May 1984  
*(See Vendor Profile Page V-22)*

## **MINDSET CORP.**

**OPTIMUM SERIES**  
**Word Length:** 64 bit  
**Operating System:** Unix System 3; Unix 4.2 BSD  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Assembler; Ada; Lisp  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes; 16  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Maintenance:** Return to Manufacturing Facility, Third-Party, Local  
**Date First Installed:** January 1983  
**Number Installed to Date:** 2,000

## **MITSUBISHI ELECTRONICS AMERICA, INC.**

**MITSUBISHI 816**  
**Word Length:** 16 bit  
**Operating System:** MP/II 80; CP/M  
**Languages Supported:** Cobol; Basic; Pascal; C  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bismynchronous, SDLC/SNA  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Remote Diagnostics, Third-Party  
**Date First Installed:** April 1983  
**Number Installed to Date:** 1 - 10  
*(See Vendor Profile Page V-22)*

## **MOHAWK DATA SCIENCES CORP.**

**21/10**  
**Word Length:** 8 bit  
**Operating System:** OS 2  
**Languages Supported:** Cobol; Mobil  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous, SDLC/SNA  
**Price:** \$7,035  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote Diagnostics  
**Date First Installed:** April 1981  
*(See Vendor Profile Page V-22)*

## **MOHAWK DATA SCIENCES CORP.**

**MDS HERO**  
**Word Length:** 16 bit  
**Operating System:** HOS; MS-DOS; CP/M 86  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 256K bytes

# Micros/Personal Computers

**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA, X.25  
**Price:** \$5,000  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1984

## MOHAWK DATA SCIENCES CORP.

**SUPER 21**  
**Word Length:** 8 bit  
**Operating System:** OS 2  
**Languages Supported:** Cobol; Mobol  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA, X.25  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1984

## MOLECULAR COMPUTER SERIES 9-30

**Word Length:** 8/16 bit  
**Operating System:** N/STAR; CP/M 86; CP/M; MS-DOS  
**Languages Supported:** Cobol; Basic; PL/1; MAC/RMAC; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** May 1984  
**Number Installed to Date:** 50  
*(See Vendor Profile Page V-22)*

## MOLECULAR COMPUTER SERIES 9-40

**Word Length:** 8/16 bit  
**Operating System:** N/STAR; CP/M; CP/M 86; MS-DOS  
**Languages Supported:** Cobol; Basic; PL/1; MAC/RMAC; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** June 1984  
**Number Installed to Date:** 20

## MOLECULAR COMPUTER SUPERMICRO 8

**Word Length:** 16 bit  
**Operating System:** N/STAR; CP/M; CP/M 86; MS-DOS  
**Languages Supported:** Cobol;

Basic; PL/1; MAC/RMAC; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 19  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$10,700  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$260  
**Date First Installed:** September 1981  
**Number Installed to Date:** 100 - 500

## MOLECULAR COMPUTER SUPERMICRO 16X

**Word Length:** 16 bit  
**Operating System:** N/STAR; CP/M; CP/M 86; MS-DOS  
**Languages Supported:** Cobol; Basic; PL/1; MAC/RMAC; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2.4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 65  
**Communications Protocols:** Asynchronous, Bisynchronous, Synchronous  
**Price:** \$23,000  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote Diagnostics  
**Date First Installed:** January 1984  
**Number Installed to Date:** 10 - 50

## MOLECULAR COMPUTER SUPERMICRO 32X

**Word Length:** 16 bit  
**Operating System:** N/STAR; CP/M; CP/M 86; MS-DOS  
**Languages Supported:** Cobol; Basic; PL/1; MAC/RMAC; CB80  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 67  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$21,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$260  
**Date First Installed:** June 1983  
**Number Installed to Date:** 500 - 1,000

## MONOLITHIC SYSTEMS CORP. MS8000 SERIES

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to

Manufacturing Facility  
**Date First Installed:** 1979  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-22)*

## MONOLITHIC SYSTEMS CORP. MSC-8801

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Basic Plus; Pascal  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$6,250  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1981

## MONOLITHIC SYSTEMS CORP. MSC-8802

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Basic Plus; Pascal  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1981

## MONOLITHIC SYSTEMS CORP. MSC-8807

**Word Length:** 8/16 bit  
**Operating System:** RMX-86  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 4M bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1984  
**Number Installed to Date:** 75

## MONROE SYSTEMS FOR BUSINESS MS 2000

**Word Length:** 16 bit  
**Operating System:** CP/M 86; MS-DOS; Concurrent CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$3,695  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site

**Date First Installed:** January 1984  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-22)*

## MORROW DESIGNS, INC. DECISION 1

**Word Length:** 8 bit  
**Operating System:** CP/M; Micronix  
**Languages Supported:** Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** September 1981  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-22)*

## MORROW DESIGNS, INC. MICRO DECISION

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pliot  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$1,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** September 1982  
**Number Installed to Date:** 1,500

## MOSTEK CORP. MATRIX/200

**Word Length:** 8 bit  
**Operating System:** M/OS-80  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Price:** \$4,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1982  
*(See Vendor Profile Page V-22)*

## MULLEN COMPUTER PRODUCTS STD #91

**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Basic; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 256  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$2,695  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site

# Micros/Personal Computers

Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-23)

## MULTI — TECH SYSTEMS, INC.

MT 500  
Word Length: 8 bit  
Operating System: CP/M; Fort  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$4,795  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party,  
Distributors  
Date First Installed: October 1978  
Number Installed to Date: 400  
(See Vendor Profile Page V-23)

## MUSYS CORP.

8818  
Word Length: 8 bit  
Operating System: TURBO/DOS;  
MP/M; CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: May 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-23)

## MUSYS CORP.

8820  
Word Length: 8 bit  
Operating System: TURBO/DOS;  
MP/M; CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$13,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: March 1984  
Number Installed to Date: 10 - 50

## MYCRO-TEK

1100 SYSTEM  
Specific Application: Newspaper  
Text Editing  
Word Length: 8 bit  
Multiple Users: No  
Communications Protocols: None  
Price: \$50,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: September 1975  
(See Vendor Profile Page V-23)

## MYCRO-TEK

MICRO-VISION MAX  
Specific Application: Graphics  
Minimum Memory: 32K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: April 1984  
Number Installed to Date: 1 - 10

## MYCRO-TEK

MICRO-COMP 1100 PLUS  
Specific Application: Graphics  
Word Length: 16 bit  
Multiple Users: Yes  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: June 1984  
Number Installed to Date: 1 - 10

## MYLEE DIGITAL SCIENCES, INC.

MICROMAX 2000  
Word Length: 16 bit  
Operating System: CP/M; MP/M  
Languages Supported: PL/1  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$118  
Date First Installed: November 1983  
Number Installed to Date: 25  
(See Vendor Profile Page V-23)

## NCR CORP.

NCR DECISION MATE V  
Word Length: 8/16 bit  
Operating System: CP/M 80; CP/M  
86; MS-DOS; P-System  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus 2; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$350  
Date First Installed: March 1983  
(See Vendor Profile Page V-23)

## NCR CORP.

NCR PERSONAL COMPUTER  
Word Length: 8/16 bit  
Operating System: CP/M 80; MS-  
DOS; CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal; RPG; APL; PL/1;  
Bliss; Coral; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Communications Protocols:  
Biscynchronous

Price: \$5,490

Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: April 1983

## NCR CORP.

### NCR PERSONAL COMPUTER MODEL 4

Plug Compatibility: IBM PC/XT  
Word Length: 16 bit  
Operating System: S-System;  
Concurrent CP/M; NCR-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA  
Price: \$3,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$350  
Date First Installed: September 1984

## NEC INFORMATION SYSTEMS

APC  
Word Length: 16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol;  
Basic; RPG  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$3,298  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: July 1982  
(See Vendor Profile Page V-24)

## NEC INFORMATION SYSTEMS

APC III  
Word Length: 16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol;  
Basic; RPG  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Third-Party  
Date First Installed: May 1984

## NEC INFORMATION SYSTEMS

ASTRA 200  
Word Length: 16 bit  
Operating System: ITOS  
Languages Supported: Cobol;  
Fortran; Basic; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 3

## Communications Protocols:

Asynchronous, Biscynchronous  
Price: \$4,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$90  
Date First Installed: June 1982

## NEC INFORMATION SYSTEMS

ASTRA 205  
Word Length: 16 bit  
Operating System: ITOS  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$6,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$90  
Date First Installed: July 1980

## NEC INFORMATION SYSTEMS

APC 8000  
Plug Compatibility: IBM; DEC  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Biscynchronous, ADCCP/HDLC,  
SDLC/SNA  
Price: \$1,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1978  
Number Installed to Date: 10,000 - 50,000

## HEMATRON CORP.

OPT-RM-12  
Word Length: 8 bit  
Operating System: Opti-Basic  
Languages Supported: Opti-Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous, Biscynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$7,700  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: August 1981  
(See Vendor Profile Page V-24)

## NEMATRON CORP.

OPT-RM-8  
Word Length: 8 bit  
Operating System: Opti-Basic  
Languages Supported: Opti-Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:

# Micros/Personal Computers

Asynchronous, Bistynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$7,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$150  
Date First Installed: August 1981  
Number Installed to Date: 50 - 100

**NETCOM PRODUCTS, INC.**  
**ANTARES**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Pascal; C  
Minimum Memory: 500K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Bistynchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Date First Installed: December 1982  
(See Vendor Profile Page V-24)

**NETCOM PRODUCTS, INC.**  
**LYRA**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Pascal; C  
Minimum Memory: 500K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Bistynchronous  
Price: \$13,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party, Braegon  
Date First Installed: October 1982

**NETCOM PRODUCTS, INC.**  
**ORION**  
Word Length: 64 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic Plus; Pascal  
Minimum Memory: 500K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Bistynchronous  
Price: \$50,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party, Braegon  
Date First Installed: January 1983  
Number Installed to Date: 1 - 10

**NIXDORF COMPUTER CORP.**  
**8810/85**  
Word Length: 16 bit  
Operating System: Concurrent DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/I; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Communications Protocols:  
Bistynchronous, SDLC/SNA  
Price: \$4,960  
Vendor Sales Terms: Purchase,  
Rental

Distribution: End User  
Maintenance: On-Site  
Date First Installed: June 1984  
(See Vendor Profile Page V-24)

**NHC ELECTRONICS, INC.**  
**NHC MODEL 20**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 192K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$4,900  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Date First Installed: December 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-24)

**NHC ELECTRONICS, INC.**  
**NHC MODEL 40**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 192K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$6,496  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Date First Installed: December 1983  
Number Installed to Date: 100 - 500

**NHC ELECTRONICS, INC.**  
**NHC MODEL 520**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$7,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: January 1982  
Number Installed to Date: 100 - 500

**NHC ELECTRONICS, INC.**  
**NHC MODEL 540**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes; 15  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$7,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
Number Installed to Date: 100 - 500

**NHC ELECTRONICS, INC.**  
**NHC MODEL 820**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$7,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 100 - 500

**NHC ELECTRONICS, INC.**  
**NHC MODEL 840**  
Word Length: 8 bit  
Operating System: Oasis; CP/M  
Languages Supported: Cobol;  
Basic; C; Assembly  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 100 - 500

**NORDEN SYSTEMS**  
**LSI-11M**  
Plug Compatibility: DEC LSI-11  
Word Length: 16 bit  
Operating System: RSTS; RSX-11M  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; APL; Coral  
Minimum Memory: 4K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 11  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1978  
(See Vendor Profile Page V-24)

**NORTHERN TELECOM, INC.**  
**503**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bistynchronous  
Price: \$4,795  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$100  
Date First Installed: November 1981  
(See Vendor Profile Page V-24)

**NOVELL, INC.**  
**NETWORK**  
Word Length: 32 bit  
Operating System: Network  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 30  
Communications Protocols:  
Asynchronous, Bistynchronous  
Price: \$13,150  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-24)

**OAKLEAF CORP.**  
**DPU**  
Word Length: 16 bit  
Operating System: Oakleaf  
Languages Supported: Basic; FPL  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bistynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$5,900  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$115  
Date First Installed: January 1983  
(See Vendor Profile Page V-25)

**OAKLEAF CORP.**  
**MP-16**  
Word Length: 16 bit  
Operating System: Oakleaf  
Languages Supported: Basic; FPL  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bistynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$10,900  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$95  
Date First Installed: January 1982  
Number Installed to Date: 2,200

**OAKLEAF CORP.**  
**SK-350**  
Word Length: 8 bit  
Operating System: Oakleaf  
Languages Supported: Basic; FPL  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bistynchronous,  
ADCCP/HDLC, SDLC/SNA  
Price: \$8,500  
Vendor Sales Terms: Purchase,  
Lease

# Micros/Personal Computers

Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$95  
Date First Installed: August 1982  
Number Installed to Date: 1,200

## OLYMPIA USA, INC.

### PEOPLE COMPUTER

Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$3,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1984  
Number Installed to Date: 3,500  
(See Vendor Profile Page V-25)

## OMNIDATA

### OMN II

Word Length: 16 bit  
Operating System: CP/M; OMN/II; DOS; MS-DOS; Unix  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: October 1982  
(See Vendor Profile Page V-25)

## ONTEL

### 1503

Word Length: 8 bit  
Operating System: MDOS; HDOS; CP/M  
Languages Supported: Cobol; Fortran; Basic; Assembler  
Minimum Memory: 16K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Biscynchronous, SDLC/SNA, Synchronous  
Price: \$1,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, Standard Register  
Date First Installed: June 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-25)

## ONTEL

### 1505

Word Length: 8 bit  
Operating System: MDOS; HDOS; CP/M  
Languages Supported: Cobol; Fortran; Basic; Assembler

Minimum Memory: 16K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, Biscynchronous, SDLC/SNA, Synchronous  
Price: \$1,820  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, Standard Register  
Date First Installed: July 1981  
Number Installed to Date: 10,000 - 50,000

## ONTEL

### 1507

Word Length: 8 bit  
Operating System: MDOS; HDOS; CP/M  
Languages Supported: Cobol; Fortran; Basic; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Biscynchronous, SDLC/SNA, Synchronous  
Price: \$3,200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, Standard Register  
Date First Installed: August 1982  
Number Installed to Date: 1,000 - 5,000

## ONIX SYSTEMS

### 186

Word Length: 16 bit  
Operating System: Concurrent DOS; Oasis-16; Thoroughbred  
Languages Supported: Cobol; Basic; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: June 1984  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-25)

## ONIX SYSTEMS

### CS0100

Word Length: 8 bit  
Operating System: Oasis-8  
Languages Supported: Cobol; Basic  
Minimum Memory: 384K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA

## ONIX SYSTEMS

### CS0100

Word Length: 8 bit  
Operating System: Oasis-8

## Languages Supported: Cobol;

### Basic

Minimum Memory: 896K bytes  
Maximum Memory: 896K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 11  
Communications Protocols: Asynchronous  
Price: \$7,990  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA

## ONIX SYSTEMS

### CS011D

Word Length: 8 bit  
Operating System: Oasis-8; MP/M II; CP/M  
Languages Supported: Cobol; Basic  
Minimum Memory: 192K bytes  
Maximum Memory: 192K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, SDLC/SNA  
Price: \$5,990  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: August 1984

## ONIX SYSTEMS

### CS012D

Word Length: 16 bit  
Operating System: Unix System III  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$9,990  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: May 1984  
Number Installed to Date: 100 - 500

## ONIX SYSTEMS

### CS012V

Word Length: 16 bit  
Operating System: Unix System III  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 11  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$11,490  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: July 1984

## ONIX SYSTEMS

### CS001/MJ

Word Length: 8 bit  
Operating System: Oasis; MP/M II; CP/M  
Languages Supported: Cobol; Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes

## Maximum I/O Ports: 6

### Communications Protocols:

Asynchronous  
Price: \$9,990  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: August 1981  
Number Installed to Date: 1,000 - 5,000

## ONIX SYSTEMS

### CS002A

Word Length: 16 bit  
Operating System: Unix System III  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 11  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$12,499  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: June 1981  
Number Installed to Date: 1,000 - 5,000

## OSM COMPUTER CORP.

### ZEUS PC

Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, Biscynchronous, SDLC/SNA, 3270  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Monthly Maintenance: \$20  
Date First Installed: January 1984  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-25)

## OSM COMPUTER CORP.

### ZEUS VI PC

Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 640K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous, Biscynchronous, SDLC/SNA, 3270  
Price: \$6,500  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
Monthly Maintenance: \$30  
Date First Installed: January 1984  
Number Installed to Date: 1,000 - 5,000

## OSM COMPUTER CORP.

### ZEUS XPC

Word Length: 16 bit

# Micros/Personal Computers

**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 640K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA, 3270  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$25  
**Date First Installed:** January 1984  
**Number Installed to Date:** 1,000 - 5,000

**PASCO INTERNATIONAL, INC.**  
**PI-2000**  
**Specific Application:** Security Access  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party  
**Date First Installed:** 1980  
*(See Vendor Profile Page V-26)*

**PASCO INTERNATIONAL, INC.**  
**PI-3000**  
**Specific Application:** Security Access  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party  
**Date First Installed:** 1980

**PCE SYSTEMS**  
**VOYAGER**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MUOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$170  
**Date First Installed:** 1976  
*(See Vendor Profile Page V-26)*

**PENTEL OF AMERICA, LTD.**  
**PS-850**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$13,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** June 1982  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-26)*

**PERKIN-ELMER CORP.**  
**MODEL 7500**  
**Word Length:** 16 bit  
**Operating System:** Idris  
**Languages Supported:** Fortran; Basic; C  
**Minimum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Price:** \$8,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-26)*

**PERSONAL MICRO COMPUTERS, INC.**  
**PMC-80**  
**Plug Compatibility:** Tandy TRS-80/1  
**Word Length:** 8 bit  
**Operating System:** TRS/DOS; DOS  
**Languages Supported:** Cobol; Fortran; Basic  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$650  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1980  
**Number Installed to Date:** 10,000 - 50,000  
*(See Vendor Profile Page V-26)*

**PERSONAL MICRO COMPUTERS, INC.**  
**PMC-81**  
**Plug Compatibility:** Tandy TRS-80/1  
**Word Length:** 8 bit  
**Operating System:** TRS/DOS; DOS  
**Languages Supported:** Cobol; Fortran; Basic  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 48K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$650  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1981

**PHAZE INFORMATION MACHINES CORP.**  
**P9002**  
**Plug Compatibility:** IBM PC

**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100  
*(See Vendor Profile Page V-26)*

**PHAZE INFORMATION MACHINES CORP.**  
**P9020**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bisynchronous, SDLC/SNA  
**Price:** \$4,740  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** January 1983

**PHOENIX DIGITAL CORP.**  
**DP SERIES 80**  
**Word Length:** 8 bit  
**Operating System:** OS9  
**Languages Supported:** Basic; Pascal; C; Assembly  
**Minimum Memory:** 24K bytes  
**Maximum Memory:** 120K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 24  
**Communications Protocols:** Bisynchronous, ADCCP/HDLC, SDLC/SNA  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1979  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-26)*

**PHOENIX MICROSYSTEMS, INC.**  
**PHOENIX MICRO SYSTEM**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Vendor Sales Terms:** Purchase

**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** December 1981  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-26)*

**PLESSEY PERIPHERAL SYSTEMS, INC.**  
**SYSTEM 13 BY SERIES**  
**Word Length:** 16 bit  
**Operating System:** RT-11/TSK+; RSX-11; Mumps; RSTS/E  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; RPG; APL  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
*(See Vendor Profile Page V-27)*

**POINT 4 DATA CORP.**  
**MARK 1**  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Assembly  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** May 1982  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-27)*

**POLO MICRO SYSTEMS, INC.**  
**POLO SYSTEM I**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** April 1984  
*(See Vendor Profile Page V-27)*

**PRODUCT ASSOCIATES, INC.**  
**Z-DISK**  
**Word Length:** 8 bit  
**Operating System:** CP NET; Comstar  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase

# Micros/Personal Computers

Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: February 1982  
Number Installed to Date: 500  
(See Vendor Profile Page V-27)

## PRO-LOG CORP.

ABL1-101  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-27)

## PRO-LOG CORP.

ABL1-102  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983

## PRO-LOG CORP.

ABL1-151  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-152  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM

Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-161  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-162  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-201  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-202  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-251  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols:  
SDLC/SNA  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-252  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 40  
Communications Protocols: BDL  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: April 1983  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-261  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
SDLC/SNA  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL1-262  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
SDLC/SNA  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Number Installed to Date: 10 - 50

## PRO-LOG CORP.

ABL2-261  
Word Length: 8 bit  
Operating System: CP/M

Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
SDLC/SNA  
Price: \$5,395  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Number Installed to Date: 10 - 50

## PRONTO COMPUTERS, INC.

PRONTO 16/10  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-27)

## PRONTO COMPUTERS, INC.

PRONTO 16/110  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,190  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: August 1983

## PRONTO COMPUTERS, INC.

PRONTO 16/20  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,950  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: September 1983

## PRONTO COMPUTERS, INC.

PRONTO 16/200  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$6,190  
Vendor Sales Terms: Purchase

# Micros/Personal Computers

**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Date First Installed:** August 1983

## PSITECH

**QS 2020**  
**Word Length:** 8 bit  
**Operating System:** SDOS  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 119K bytes  
**Maximum Memory:** 455K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$9,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1982  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-28)*

## PSITECH

**GTC 1609**  
**Word Length:** 8 bit  
**Operating System:** SDOS  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 119K bytes  
**Maximum Memory:** 455K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous  
**Price:** \$9,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1980  
**Number Installed to Date:** 1,000 - 5,000

## PSITECH

**GTM 809**  
**Word Length:** 8 bit  
**Operating System:** SDOS  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 119K bytes  
**Maximum Memory:** 231K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous  
**Price:** \$5,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1979  
**Number Installed to Date:** 500 - 1,000

## PULAU ELECTRONICS CORP.

**P-4000**  
**Word Length:** 16 bit  
**Operating System:** CP/M; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** November 1983  
**Number Installed to Date:** 25  
*(See Vendor Profile Page V-28)*

## QDP COMPUTER SYSTEMS

**QDP-300**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
**Monthly Maintenance:** \$90  
**Date First Installed:** January 1983  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-28)*

## QDP COMPUTER SYSTEMS

**QDP-400**  
**Word Length:** 8 bit  
**Operating System:** TURBO/DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party, Western Union  
**Monthly Maintenance:** \$85  
**Date First Installed:** May 1984  
**Number Installed to Date:** 100 - 500

## QDP COMPUTER SYSTEMS

**QDP-500**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** OEM, Third-Party

**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party, Western Union  
**Monthly Maintenance:** \$85  
**Date First Installed:** June 1984  
**Number Installed to Date:** 50 - 100

## QEI, INC.

**QUICS III**  
**Word Length:** 8 bit  
**Languages Supported:** Assembler  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1980  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-28)*

## QUAY CORP.

**500**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$1,695  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1981  
**Number Installed to Date:** 50  
*(See Vendor Profile Page V-28)*

## QUAY CORP.

**520**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$2,200  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1981  
**Number Installed to Date:** 400

## QUAY CORP.

**540**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4

**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$2,800  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1982  
**Number Installed to Date:** 50

## QUAY CORP.

**550**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$3,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1983  
**Number Installed to Date:** 50

## QUAY CORP.

**900**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$4,995

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1980  
**Number Installed to Date:** 2,000

## QUAY CORP.

**900/33**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1980

## QUAY CORP.

**910**  
**Word Length:** 8 bit  
**Operating System:** CP/M; MP/M  
**Languages Supported:** Cobol; Fortran; Basic; C  
**Minimum Memory:** 64K bytes

# Micros/Personal Computers

**Maximum Memory:** 208K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1982  
**Number Installed to Date:** 500

**QUEST ELECTRONICS**  
**SUPER ELF**  
**Word Length:** 8 bit  
**Operating System:** CMOS  
**Languages Supported:** Basic; Assembler  
**Minimum Memory:** 10K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1978  
**Number Installed to Date:** 5,000 - 10,000  
*(See Vendor Profile Page V-28)*

**RADIANT CORP.**  
**MP3**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 20K bytes  
**Multiple Users:** No  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
**Price:** \$4,100  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$200  
**Date First Installed:** 1982  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-28)*

**RADIANT CORP.**  
**UT-2**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 60K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
**Price:** \$24,200  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$375  
**Date First Installed:** 1975

**RADIANT CORP.**  
**UT-3**  
**Word Length:** 8 bit  
**Minimum Memory:** 20K bytes  
**Maximum Memory:** 60K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1  
**Communications Protocols:**

Asynchronous, Bisynchronous  
**Price:** \$24,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$375  
**Date First Installed:** 1977  
**Number Installed to Date:** 50 - 100

**RAMTEK CORP.**  
**6214 COLORGRAPHIC**  
**Specific Application:** Graphics  
**Word Length:** 8 bit  
**Operating System:** UCSD P-System  
**Languages Supported:** Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 352K bytes  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
*(See Vendor Profile Page V-28)*

**RASTER GRAPHICS, INC.**  
**RG-402**  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol; Fortran; Basic; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-30)*

**RECOGNITION EQUIPMENT, INC.**  
**TARTAN**  
**Specific Application:** Data Entry  
**Word Length:** 8 bit  
**Operating System:** Tartan; CP/M  
**Languages Supported:** Cobol; Basic; Assembler  
**Minimum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Bisynchronous, SDLC/SDNA, 3270/3780  
**Price:** \$50,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Third-Party, 24-Hour Service  
**Monthly Maintenance:** \$510  
**Date First Installed:** October 1982  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-30)*

**REYNOLDS & REYNOLDS CO.**  
**REYNOLDS & REYNOLDS PC**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Maximum I/O Ports:** 1  
**Price:** \$12,800

**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote Diagnostics  
**Date First Installed:** September 1983  
*(See Vendor Profile Page V-30)*

**RUBICON SYSTEMS, INC.**  
**RUBICON**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Languages Supported:** Cobol; Basic; Pascal; C; ASM/86  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 3  
**Communications Protocols:**  
 Asynchronous  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1982  
**Number Installed to Date:** 1,000 - 5,000  
*(See Vendor Profile Page V-30)*

**SAGE COMPUTER**  
**SAGE 2**  
**Word Length:** 16/32 bit  
**Operating System:** P-System; Idris; CP/M 68K; Hyper-Forth  
**Languages Supported:** Fortran; Basic; Pascal; RPG; APL; PL/I; Bliss; C; Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$3,600  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** June 1983  
**Number Installed to Date:** 2,000  
*(See Vendor Profile Page V-30)*

**SAGE COMPUTER**  
**SAGE 4**  
**Word Length:** 16/32 bit  
**Operating System:** P-System; Idris; CP/M 68K; Hyper-Forth  
**Languages Supported:** Fortran; Basic; Pascal; RPG; APL; PL/I; Bliss; C; Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$7,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** March 1983  
**Number Installed to Date:** 2,000

**SANTA CLARA SYSTEMS, INC.**  
**PCTERMINAL**  
**Plug Compatibility:** IBM PC

**Word Length:** 8/16 bit  
**Operating System:** MS-DOS; CP/M; UCSD P-System  
**Languages Supported:** Cobol; Basic; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:**  
 Ethernet; CSMA/CD  
**Price:** \$1,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party, GE Sorbus  
**Date First Installed:** April 1984  
*(See Vendor Profile Page V-30)*

**SANYO BUSINESS SYSTEMS CORP.**  
**MBC-550**  
**Word Length:** 16 bit  
**Languages Supported:** Cobol; Fortran; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 356K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$999  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** November 1983  
**Number Installed to Date:** 10,000 - 50,000  
*(See Vendor Profile Page V-30)*

**SANYO BUSINESS SYSTEMS CORP.**  
**MBC-1100**  
**Word Length:** 8 bit  
**Languages Supported:** Cobol; Fortran; Pascal; RPG; APL; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,699  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed to Date:** 10,000 - 50,000

**SANYO BUSINESS SYSTEMS CORP.**  
**MBC-1200**  
**Word Length:** 8 bit  
**Languages Supported:** Cobol; Fortran; Pascal; RPG; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
 Asynchronous  
**Price:** \$1,999  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed to Date:** 10,000 - 50,000

**SANYO BUSINESS SYSTEMS CORP.**  
**MBC-4000**  
**Word Length:** 16 bit

# Micros/Personal Computers

**Languages Supported:** Cobol; Fortran; Pascal; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$2,199  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** February 1983  
**Number Installed to Date:** 5,000 - 10,000

## SCIENTIFIC DATA SYSTEMS, INC.

**SDS 400 SERIES**  
**Word Length:** 8 bit  
**Operating System:** SDS/DOS  
**Languages Supported:** Basic; Assembler  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous  
**Price:** \$5,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$34  
**Date First Installed:** March 1979  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-31)*

## SCIENTIFIC DATA SYSTEMS, INC.

**SDS 4000**  
**Word Length:** 8 bit  
**Operating System:** SDS/DOS  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$8,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Third-Party  
**Date First Installed:** July 1982

## SCIENTIFIC MICRO SYSTEMS

**DSX-11**  
**Plug Compatibility:** DEC LSI-11  
**Word Length:** 16 bit  
**Operating System:** RT-11; Unix; RSX-11M; RSX-11M+  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** June 1979  
**Number Installed to Date:** 2,000  
*(See Vendor Profile Page V-31)*

## SCIENTIFIC MICRO SYSTEMS

**DSX-80**  
**Word Length:** 16 bit

**Operating System:** IRMX 86; CP/M 86  
**Languages Supported:** PLM  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** April 1982  
**Number Installed to Date:** 100 - 500

## SCIENTIFIC MICRO SYSTEMS

**MDX-11**  
**Plug Compatibility:** DEC LSI-11  
**Word Length:** 16 bit  
**Operating System:** RT-11; Unix; RSX-11M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** August 1982  
**Number Installed to Date:** 500

## SCIENTIFIC MICRO SYSTEMS

**MDX-80**  
**Word Length:** 16 bit  
**Operating System:** IRMX 86; CP/M 86  
**Languages Supported:** PLM  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 1  
**Communications Protocols:** Asynchronous  
**Price:** \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1983  
**Number Installed to Date:** 50 - 100

## SCIENTIFIC MICRO SYSTEMS

**SMS 1000 MODEL 40**  
**Plug Compatibility:** DEC Micro PDP-11  
**Word Length:** 16 bit  
**Operating System:** RT-11; RSX-11M; RSTS/E; Unix  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Price:** \$6,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Remote Diagnostics, Third-Party  
**Date First Installed:** July 1984

## SCI SYSTEMS, INC.

**SCI 1000.20**  
**Word Length:** 16 bit  
**Operating System:** Unix System III

**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$9,499  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party, OEM  
**Date First Installed:** January 1983  
**Number Installed to Date:** 3  
*(See Vendor Profile Page V-31)*

## SCI SYSTEMS, INC.

**SCI 1000.40**  
**Word Length:** 16 bit  
**Operating System:** Unix System III  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$14,499  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Third-Party

## SEAL & CO., INC.

**840-XX**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 1K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 64  
**Communications Protocols:** Asynchronous  
**Price:** \$1,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** October 1978  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-31)*

## SEATTLE COMPUTER

**PRODUCTS**  
**GAZELLE II**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Fort; Ada  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous  
**Price:** \$6,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** September 1982  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-31)*

## SHARP ELECTRONICS CORP.

**YX-3200**  
**Word Length:** 8 bit  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes

**Price:** \$3,495  
**Date First Installed:** May 1981  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-31)*

## SIBTHORP SYSTEMS, INC.

**CTL-100**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$9,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1979  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-31)*

## SIBTHORP SYSTEMS, INC.

**SPT-100**  
**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Asynchronous, Bisynchronous  
**Price:** \$7,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** OEM  
**Maintenance:** 1979  
**Number Installed to Date:** 50 - 100  
*(See Vendor Profile Page V-31)*

## SIERRA NATIONAL CORP.

**SIERRA 3000**  
**Word Length:** 8 bit  
**Operating System:** CP/M+; System/Net  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bisynchronous, ADCCP/HDLC, SDLC/SNA, X.25, 3780, 3660  
**Price:** \$2,490  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** 1979  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-31)*

## SIERRA NATIONAL CORP.

**SIERRA 4000**  
**Word Length:** 8 bit  
**Operating System:** CP/M; System/Net; MP/IM  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bisynchronous, ADCCP/HDLC, SDLC/SNA, X.25, 3780, 3660  
**Price:** \$6,000

# Micros/Personal Computers

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to  
Manufacturing Facility, Third-Party  
**Date First Installed:** 1979  
**Number Installed to Date:** 100 - 500

## SIERRA NATIONAL CORP.

**SIERRA 5000**  
**Word Length:** 8 bit  
**Operating System:** CP/M; System/  
Net; MP/M  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
Asynchronous, Baudot, HDLC,  
SDLC/SNA, X.25,  
3760, 3660  
**Price:** \$5,990  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to  
Manufacturing Facility, Third-Party  
**Date First Installed:** 1979  
**Number Installed to Date:** 100 - 500

## SOUTHERN COMPUTER SYSTEMS, INC.

**SCS-8000**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M; MS-DOS;  
MP/M; TURBO/DOS  
**Languages Supported:** Cobol;  
Fortran; Basic; RPG; PL/M; Assembly  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 24  
**Communications Protocols:**  
Bisynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase,  
Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to  
Manufacturing Facility  
**Monthly Maintenance:** \$350  
**Date First Installed:** April 1980  
**Number Installed to Date:** 10 - 50  
(See Vendor Profile Page V-32)

## SOUTHWEST TECHNICAL PRODUCTS CORP.

**109**  
**Word Length:** 8 bit  
**Operating System:** FLEX  
**Languages Supported:** Fortran; C;  
Basic; Assembly  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 17  
**Communications Protocols:**  
Asynchronous  
**Price:** \$1,935  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
Diagnostics  
**Date First Installed:** 1980  
(See Vendor Profile Page V-32)

## SOUTHWEST TECHNICAL PRODUCTS CORP.

**S+**  
**Word Length:** 8 bit

**Operating System:** Unixflex  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; C; Pilot  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
Asynchronous, Centronics Parallel  
Price: \$4,250  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to  
Manufacturing Facility  
**Date First Installed:** January 1983

## SOUTHWEST TECHNICAL PRODUCTS CORP.

**S/09**  
**Word Length:** 8 bit  
**Operating System:** Unixflex  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; C; Pilot  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes; 12  
**Maximum I/O Ports:** 16  
**Communications Protocols:**  
Asynchronous, Centronics Parallel  
Price: \$1,835  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Return to  
Manufacturing Facility

## SOUTHWEST TECHNICAL PRODUCTS CORP.

**X-12+**  
**Word Length:** 8 bit  
**Operating System:** Unixflex  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; C; Pilot  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes; 3  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
Asynchronous, Centronics Parallel  
Price: \$6,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
Diagnostics  
**Date First Installed:** 1984

## SPECTRA SYSTEMS, INC.

**ATHENA**  
**Word Length:** 16/32 bit  
**Operating System:** CP/M; MS-DOS;  
Unix  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Western  
Union  
**Monthly Maintenance:** \$185  
**Date First Installed:** 1984  
(See Vendor Profile Page V-32)

## SPECTRA SYSTEMS, INC.

**JUPITER**  
**Plug Compatibility:** DEC LSI-11/73

**Word Length:** 16 bit  
**Operating System:** RT-11; TSX;  
RSTS/E; RSX-11M  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
Asynchronous  
**Price:** \$14,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Western  
Union  
**Monthly Maintenance:** \$185  
**Date First Installed:** July 1984

## SPECTRA SYSTEMS, INC.

**SPECTRA 123**  
**Plug Compatibility:** DEC LSI-11  
**Word Length:** 16 bit  
**Operating System:** RT-11; RSTS/E;  
TSX; RSX-11M  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
Asynchronous  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party, Western  
Union  
**Monthly Maintenance:** \$185  
**Date First Installed:** 1982  
**Number Installed to Date:** 10 - 50

## SPECTRA SYSTEMS, INC.

**VENUS**  
**Plug Compatibility:** DEC PDP-11  
**Operating System:** RT-11; CTS-  
300; RSX-11; RSTS/E  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; C; DIBOL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
SDLC/SNA, X.25, UDLIC, Decnet,  
Ethernet  
**Maintenance:** Third-Party, Western  
Union

## SPERRY CORP.

**SPERRY PERSONAL COMPUTER**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Maximum I/O Ports:** 7  
**Communications Protocols:**  
Bisynchronous, SDLC/SNA  
**Price:** \$2,643  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1984  
(See Vendor Profile Page V-32)

## STEARN COMPUTER SYSTEMS CORP.

**STEARNS DESKTOP COMPUTER**  
**Word Length:** 16 bit

**Operating System:** MS-DOS; CP/M;  
ST/DOS  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase,  
Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** 1983  
(See Vendor Profile Page V-32)

## STM ELECTRONICS

**STM PC**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
Fortran; Basic; Pascal; Assembly  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Communications Protocols:**  
Asynchronous, Bisynchronous  
**Price:** \$2,499  
**Vendor Sales Terms:** Purchase  
**Maintenance:** Third-Party, Xerox  
**Date First Installed:** June 1984  
**Number Installed to Date:** 1 - 10  
(See Vendor Profile Page V-32)

## STRATEGIC TECH

**THE TRAVELER E.T.**  
**Plug Compatibility:** IBM PC  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 2  
**Communications Protocols:**  
Bisynchronous  
**Price:** \$3,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site  
**Date First Installed:** December 1983  
(See Vendor Profile Page V-32)

## SYSCON INTERNATIONAL, INC.

**SYSCON INTERNATIONAL**  
**Specific Application:** Industrial  
Control  
**Word Length:** 8 bit  
**Languages Supported:** Assembly  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:**  
Asynchronous  
**Price:** \$1,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to  
Manufacturing Facility  
(See Vendor Profile Page V-33)

## TAB PRODUCTS CO.

**1630**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Languages Supported:** Cobol;

# Micros/Personal Computers

Basic; Pascal; C  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bisynchronous, 3740  
Price: \$6,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-33)

**TAK AUTOMATION, INC.**  
**INSTRUMENTATION TECH**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Assembly  
Minimum Memory: 65K bytes  
Maximum Memory: 116K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$9,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
(See Vendor Profile Page V-33)

**TAK AUTOMATION, INC.**  
**TAK AUTOMATION**  
Word Length: 32 bit  
Languages Supported: Fort  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols: X.25  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site

**TANDY CORP.**  
**TRS-80/12**  
Word Length: 8 bit  
Operating System: TRS/DOS; CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Basic  
Minimum Memory: 80K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$2,799  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-33)

**TANDY CORP.**  
**TRS-80/16 B**  
Word Length: 16/32 bit  
Operating System: Unix; TRS-Xenix  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous  
Price: \$3,999

Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$80  
Date First Installed: 1982

**TANDY CORP.**  
**TRS-80 COLOR COMPUTER 2**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$159  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

**TANDY CORP.**  
**TRS-80 MODEL 2000**  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Price: \$2,750  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: December 1983

**TANDY CORP.**  
**TRS-80 MODEL 4**  
Word Length: 8 bit  
Operating System: TRS/DOS;  
CP/M; L/DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Communications Protocols:  
Asynchronous  
Price: \$1,699  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

**TANO CORP.**  
**TANO OUTPOST**  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: September  
1977

Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-33)

**TARBELL ELECTRONICS**  
**DUPLEX 816**  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Basic; PL/I;  
C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Price: \$1,100  
Vendor Sales Terms: Purchase  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1984  
Number Installed to Date: 10  
(See Vendor Profile Page V-34)

**TARBELL ELECTRONICS**  
**EMPIRE II**  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 48K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Price: \$5,333  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1980  
Number Installed to Date: 100 - 500

**TAVA CORP.**  
**TAVA PC**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS; CP/M;  
Xenix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: September  
1983  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-34)

**TECMAR, INC.**  
**TEC 88**  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-  
86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Forms 2  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$4,390  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979  
(See Vendor Profile Page V-34)

**TECMAR, INC.**  
**TEC 98M4**  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-  
86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Forms 2  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$7,595  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979

**TECMAR, INC.**  
**TEC 98M4W**  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-  
86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Forms 2  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous  
Price: \$12,990  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979

**TECMAR, INC.**  
**TEC 98W**  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M-  
86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Forms 2  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$10,990  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1979

**TECMAR, INC.**  
**TEC LAB I**  
Word Length: 8 bit  
Operating System: CP/M 80  
Languages Supported: Fortran;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,645  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1979

# Micros/Personal Computers

## TECSTAR, INC.

TEC VI  
Word Length: 8 bit  
Operating System: CP/M 80  
Languages Supported: Fortran;  
Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,645  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: September  
1979

## TEKTRONIX, INC.

4051  
Specific Application: Data Analysis  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$5,295  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: December 1975  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-34)

## TEKTRONIX, INC.

4052A  
Word Length: 16 bit  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$9,900  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1979  
Number Installed to Date: 500 -  
1,000

## TEKTRONIX, INC.

4054A  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$14,950  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1979

## TEKTRONIX, INC.

4112A  
Specific Application: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Fortran;  
Assembler  
Minimum Memory: 32K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1981

## TEKTRONIX, INC.

4113A  
Specific Application: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 800K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$16,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1981

## TEKTRONIX, INC.

4114A  
Specific Application: CAD/CAM  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Basic  
Minimum Memory: 32K bytes  
Maximum Memory: 800K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$17,900  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: May 1981

## TELETRONIC, INC.

MUM  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-34)

## TELETRONIC, INC.

SUM  
Word Length: 8 bit

Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

## TELETRONIC, INC.

TEL-100  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

## TELETRONIC, INC.

TEL-1000  
Word Length: 16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 350K bytes  
Maximum Memory: 2.5M bytes  
Communications Protocols:  
Asynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostics,  
Third-Party  
Monthly Maintenance: \$75  
Date First Installed: September  
1980  
Number Installed to Date: 500 -  
1,000

## TELEFIC COMPUTER

### PRODUCTS, INC.

TELEPAC  
Specific Application:  
Communications Processing  
Word Length: 32 bit  
Languages Supported: Fortran  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bysynchronous,  
ADCCP/HDLC, SDLC/SNA  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$1,200  
Date First Installed: April 1981  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-34)

## TELEVIDEO SYSTEMS, INC.

PM WORKSTATION  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; APL; PL/I; C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-34)

## TELEVIDEO SYSTEMS, INC.

TS-803  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
Number Installed to Date: 5,000 -  
10,000

## TESDATA SYSTEMS CORP.

SMART  
Specific Application: Network  
Management  
Word Length: 16 bit  
Operating System: CROS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PLM/86  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Bisynchronous, SDLC/SNA, X.25,  
2780/3780  
Price: \$75,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$340  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-34)

## TEXAS INSTRUMENTS, INC.

TI PROFESSIONAL  
Word Length: 16 bit  
Operating System: UCSD P-  
System; CP/M 86; MS-DOS;  
Concurrent CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 768K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, SDLC/SNA, TTY  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party

# Micros/Personal Computers

Maintenance: On-Site  
Date First Installed: 1983  
(See Vendor Profile Page V-35)

## THOUGHTWORKS, INC.

**TW-800**  
Word Length: 8 bit  
Operating System: TURBO/DOS;  
CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$9,275  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: 1979  
Number Installed to Date: 100  
(See Vendor Profile Page V-35)

## TOSHIBA AMERICA, INC.

**T-300**  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS; CP/M  
86  
Languages Supported: Cobol;  
Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$2,200  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1983  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-35)

## TRANSWAVE CORP.

**K-9001**  
Specific Application: Industrial  
Control  
Word Length: 8 bit  
Minimum Memory: 2K bytes  
Maximum Memory: 24K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$199  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$50  
Date First Installed: 1982  
Number Installed to Date: 2,500  
(See Vendor Profile Page V-35)

## TRIFORMATION SYSTEMS, INC.

**BTS-32**  
Specific Application: Data Entry  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes

Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$7,995  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
Honeywell  
Monthly Maintenance: \$75  
Date First Installed: 1981  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-35)

## TRIFORMATION SYSTEMS, INC.

**MICRO BRAILLE 2400**  
Specific Application: Braille  
Word Length: 8 bit  
Minimum Memory: 10K bytes  
Maximum Memory: 28K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$4,850  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Monthly Maintenance: \$25  
Date First Installed: January 1983  
Number Installed to Date: 10 - 50

## TRIFORMATION SYSTEMS, INC.

**VIP**  
Specific Application: Data Entry  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous  
Price: \$7,410  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party,  
Honeywell  
Monthly Maintenance: \$75  
Date First Installed: January 1983  
Number Installed to Date: 1 - 10

## THE ULTIMATE CORP.

**ULTIMATE CHIRON**  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Recall, Procedural English  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$40,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party,  
Honeywell Field Service

Monthly Maintenance: \$300  
Date First Installed: May 1984  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-35)

## THE ULTIMATE CORP.

**ULTIMATE 1500**  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Recall, Procedural English  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$30,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Monthly Maintenance: \$95  
Date First Installed: June 1984

## THE ULTIMATE CORP.

**ULTIMATE 2020**  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Recall, Procedural English  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$49,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party,  
Honeywell  
Monthly Maintenance: \$385  
Date First Installed: May 1984  
Number Installed to Date: 10 - 50

## UNICO, INC.

**DRIVE PAK**  
Word Length: 8 bit  
Languages Supported: RTS  
Minimum Memory: 16K bytes  
Maximum Memory: 16K bytes  
Multiple Users: No  
Maximum I/O Ports: 64  
Communications Protocols:  
Asynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Third-Party  
Date First Installed: February 1984  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-35)

## UNICO, INC.

**SYSTEM 4**  
Word Length: 12 bit  
Operating System: Proprietary  
Languages Supported: RTS  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$17,300  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to

Manufacturing Facility, Third-Party  
Date First Installed: 1975  
Number Installed to Date: 50 - 100

## UNICO, INC.

**SYSTEM 5**  
Word Length: 12 bit  
Operating System: Proprietary  
Languages Supported: Unidoc  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$16,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1978  
Number Installed to Date: 5,000 -  
10,000

## UNICO, INC.

**SYSTEM 6**  
Word Length: 12 bit  
Languages Supported: RTS  
Minimum Memory: 4K bytes  
Maximum Memory: 32K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$10,350  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1981  
Number Installed to Date: 250

## UNITED TECHNOLOGIES

### COMDEV

**TP-8100**  
Specific Application: Call  
Accounting  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: 1978  
Number Installed to Date: 1,250  
(See Vendor Profile Page V-35)

## VANITYPER

**COMP/EDIT 5410**  
Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 80K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$14,995  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$169  
Date First Installed: August 1981

# Micros/Personal Computers

Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-36)

## VARIITYPER

### COMP/EDIT 5810

Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 80K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$17,995  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$193  
Date First Installed: October 1978  
Number Installed to Date: 1,000 - 5,000

## VARIITYPER

### COMP/EDIT 6300

Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$25,995  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$233  
Date First Installed: May 1983  
Number Installed to Date: 10 - 50

## VARIITYPER

### COMP/EDIT 6400

Specific Application: Typesetting  
Word Length: 8 bit  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$27,990  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$273  
Date First Installed: July 1982  
Number Installed to Date: 500 - 1,000

## VECTOR GRAPHIC, INC.

4/20

Word Length: 8 bit  
Operating System: CP/M; CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$4,750  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: 1982

Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-36)

## VECTOR GRAPHIC, INC.

4/30

Word Length: 8 bit  
Operating System: CP/M; CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: September 1982  
Number Installed to Date: 1,353

## VECTOR GRAPHIC, INC.

4/40

Word Length: 8 bit  
Operating System: CP/M; CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: No  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1984

## VECTOR GRAPHIC, INC.

1600

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1980

## VECTOR GRAPHIC, INC.

3005

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$5,495  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party

Date First Installed: January 1982  
Number Installed to Date: 500 - 1,000

## VECTOR GRAPHIC, INC.

3032

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$12,795  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1981

## VECTOR GRAPHIC, INC.

3100

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$5,795  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

## VECTOR GRAPHIC, INC.

3105

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$8,495  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1981

## VECTOR GRAPHIC, INC.

5005/E

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$7,350  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1981  
Number Installed to Date: 1,100

## VECTOR GRAPHIC, INC.

5010/E

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$8,150  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Date First Installed: January 1983

## VECTOR GRAPHIC, INC.

5032/E

Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$11,950  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: February 1982  
Number Installed to Date: 307

## VICOM SYSTEMS, INC.

VICOM

Word Length: 16 bit  
Operating System: VERSA/DOS  
Languages Supported: Fortran;  
Pascal; Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, DMA  
Price: \$35,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: June 1981  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-36)

## VICTOR TECHNOLOGIES, INC.

VICTOR 9000

Word Length: 8 bit  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 128K bytes  
Maximum Memory: 896K bytes  
Communications Protocols:  
Asynchronous, Bismynchronous, X.25  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1982  
Number Installed to Date: 80,000  
(See Vendor Profile Page V-36)

## WANG LABORATORIES, INC.

WANG PROFESSIONAL

COMPUTER

Word Length: 16 bit

# Micros/Personal Computers

**Operating System:** CP/M; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/1; C; Assembler

**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8

**Communications Protocols:** Asynchronous, Biscynchronous, ADCCP/HDLC, SDLC/SNA, X.25

**Price:** \$2,445  
**Vendor Sales Terms:** Purchase, Rental, Lease

**Distribution:** End User, OEM  
**Maintenance:** On-Site

**Date First Installed:** November 1983  
**Number Installed to Date:** 50,000  
(See Vendor Profile Page V-36)

## WESTERN TELECOMPUTING CORP.

### ICIS SATELLITE

**Specific Application:** Data Acquisition  
**Word Length:** 8 bit

**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** Yes

**Communications Protocols:** Asynchronous  
**Price:** \$2,500

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote

**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** August 1983  
(See Vendor Profile Page V-37)

## WESTERN TELECOMPUTING CORP.

### ICS 150

**Specific Application:** Air Pollution Monitoring  
**Word Length:** 8 bit

**Operating System:** CP/M  
**Languages Supported:** Custom ICCS

**Minimum Memory:** 16K bytes  
**Maximum Memory:** 32K bytes  
**Multiple Users:** Yes

**Maximum I/O Ports:** 256  
**Communications Protocols:** Asynchronous  
**Price:** \$6,500

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** Third-Party

**Date First Installed:** 1978  
**Number Installed to Date:** 8,000

## WILLIAMS COMPUTER PRODUCTS

### EPISODE 1248

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 400K bytes  
**Multiple Users:** No

**Maximum I/O Ports:** 4  
**Price:** \$995  
**Vendor Sales Terms:** Purchase

**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party

**Date First Installed:** September 1981  
**Number Installed to Date:** 50 - 100  
(See Vendor Profile Page V-37)

## WILLIAMS COMPUTER PRODUCTS

### EPISODE 1296

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 800K bytes  
**Multiple Users:** No

**Maximum I/O Ports:** 4  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party

**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** September 1981

**Number Installed to Date:** 50 - 100

## WILLIAMS COMPUTER PRODUCTS

### EPISODE 2248

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 800K bytes  
**Multiple Users:** No

**Maximum I/O Ports:** 4  
**Price:** \$1,195  
**Vendor Sales Terms:** Purchase

**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party

**Date First Installed:** September 1981  
**Number Installed to Date:** 50 - 100

## WILLIAMS COMPUTER PRODUCTS

### EPISODE 2296

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembler

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.6M bytes  
**Multiple Users:** No

**Maximum I/O Ports:** 4  
**Price:** \$1,595  
**Vendor Sales Terms:** Purchase

**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party

**Date First Installed:** September 1981

## XEROX CORP.

### 820-II

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No

**Communications Protocols:** Asynchronous, Biscynchronous, 3780  
**Price:** \$2,595  
**Vendor Sales Terms:** Purchase

**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to

**Manufacturing Facility**  
**Date First Installed:** July 1982  
(See Vendor Profile Page V-37)

## XYCOM, INC.

### 3941-IB1

**Word Length:** 8 bit  
**Languages Supported:** Basic  
**Minimum Memory:** 16K bytes

**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 1

**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$4,250

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party

**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** November 1982  
(See Vendor Profile Page V-37)

## ZAX CORP.

### THE BOX

**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pascal; C; Fort; PLM

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes  
**Multiple Users:** Yes

**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous  
**Price:** \$5,995

**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party

**Date First Installed:** December 1981  
**Number Installed to Date:** 600  
(See Vendor Profile Page V-37)

## ZAX CORP.

### THE BOX II

**Word Length:** 16 bit  
**Operating System:** CP/M 86; MS-DOS

**Languages Supported:** C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes

**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous

**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM

**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** March 1983

## ZAX CORP.

### THE BOX III

**Word Length:** 32 bit  
**Operating System:** CP/M; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Fort; PLM

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 812K bytes  
**Multiple Users:** Yes

**Communications Protocols:** Asynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase

**Distribution:** End User, OEM  
**Maintenance:** Third-Party  
**Date First Installed:** October 1983

## ZENDEX CORP.

### MODEL 95/35

**Word Length:** 8 bit  
**Operating System:** CP/M 80; ISIS 2  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C

**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No

**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,995

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility

**Date First Installed:** March 1981  
**Number Installed to Date:** 125  
(See Vendor Profile Page V-37)

## ZENDEX CORP.

### MODEL 95/36

**Specific Application:** Process Control  
**Word Length:** 16 bit

**Operating System:** CP/M 86  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No

**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$8,995

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility

**Date First Installed:** June 1981  
**Number Installed to Date:** 50 - 100

## ZENDEX CORP.

### MODEL 95/68 RMX

**Specific Application:** Process Control  
**Plug Compatibility:** Intel 86/300 Series

**Word Length:** 16 bit  
**Operating System:** RMX 86  
**Languages Supported:** Fortran; Pascal; C, PLM

**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes

**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$1,495

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility

**Date First Installed:** January 1982  
**Number Installed to Date:** 10 - 50

## ZENDEX CORP.

### MODEL 95/38 UDI

**Word Length:** 16 bit  
**Operating System:** CP/M 86  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C

**Minimum Memory:** 128K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** No

**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$10,495

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to

## Micros/Personal Computers • Supermicros

Manufacturing Facility  
Date First Installed: March 1982  
Number Installed to Date: 15

### ZENDEX CORP.

MODEL 235  
Word Length: 8 bit  
Operating System: CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$6,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility

### ZENDEX CORP.

MODEL 238  
Specific Application: Process  
Control  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$6,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility

### ZENITH DATA SYSTEMS

Z100  
Word Length: 8/16 bit  
Operating System: CP/M; ZDOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,029  
Distribution: End User, OEM, Third-Party

Maintenance: Third-Party  
Date First Installed: September  
1982  
Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-37)

### ZENITH DATA SYSTEMS

ZF-151-21  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,199  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1984

### ZENITH DATA SYSTEMS

ZF-151-22  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$2,799  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1984

### ZENITH DATA SYSTEMS

ZW-151-22  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 320K bytes  
Maximum Memory: 720K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4

Communications Protocols:  
Asynchronous, Synchronous  
Price: \$4,499  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party  
Date First Installed: February 1984

### ZENTEC CORP.

SERIES 2000  
Word Length: 16 bit  
Operating System: Zenix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
SDLC/SNA  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: April 1983  
(See Vendor Profile Page V-38)

### ZENTEC CORP.

SERIES 2025  
Word Length: 16 bit  
Operating System: Zenix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
SDLC/SNA  
Price: \$11,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: July 1984

### ZONIC CORP.

ZONIC 6081  
Word Length: 8 bit  
Operating System: CDOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 3

Communications Protocols: DMA  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1981  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-38)

### ZONIC CORP.

ZONIC 6088  
Word Length: 8/16 bit  
Operating System: CP/M  
Languages Supported: Fortran;  
Basic; Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$25,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Date First Installed: February 1984  
Number Installed to Date: 10 - 50

### ZYDECO, INC.

ZDM 3200  
Specific Application: Process  
Control  
Word Length: 8 bit  
Operating System: Proprietary  
Languages Supported: PLM  
Assembly  
Minimum Memory: 8K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility  
Date First Installed: 1980  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-38)

## Supermicros

### APPLE COMPUTER, INC.

LISA 2  
Word Length: 32 bit  
Operating System: Lisa  
Languages Supported: Cobol;  
Basic Plus; Pascal  
Minimum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party

Maintenance: Third-Party, RCA  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

### APPLE COMPUTER, INC.

MACINTOSH  
Word Length: 32 bit  
Operating System: MAC  
Languages Supported: Basic;  
Pascal; Logo; Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: No  
Maximum I/O Ports: 6

Communications Protocols:  
SDLC/SNA  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Third-Party, RCA  
Date First Installed: January 1984

### AT&T INFORMATION

SYSTEMS, INC.  
382/300  
Word Length: 32 bit  
Operating System: Unix System V  
Minimum Memory: 512K bytes

Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Price: \$9,950  
Distribution: End User, Third-Party  
Date First Installed: August 1984  
(See Vendor Profile Page V-4)

### AYDIN CORP.

AYCIN 2000  
Specific Application: Graphics  
Word Length: 16 bit  
Operating System: CP/M 86  
Languages Supported: Fortran;

Pascal: C  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Price: \$7,600  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-4)

**CALLAN DATA SYSTEMS, INC.**  
**UNISTAR 100**  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Ada  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Biscynchronous, X.25,  
Ethernet  
Price: \$9,950  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, ITT  
Courier  
Monthly Maintenance: \$82  
Date First Installed: August 1982  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-5)

**CALLAN DATA SYSTEMS, INC.**  
**UNISTAR 200**  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Ada  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Biscynchronous, X.25,  
Ethernet  
Price: \$13,950  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, ITT  
Courier  
Monthly Maintenance: \$110  
Date First Installed: March 1983  
Number Installed to Date: 1,000 -  
5,000

**CALLAN DATA SYSTEMS, INC.**  
**UNISTAR 300**  
Word Length: 32 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Ada  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous, X.25,  
Ethernet  
Price: \$19,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Third-Party, ITT  
Courier

**CARDKEY SYSTEMS**  
**PASS-410**  
Specific Application: Security

Word Length: 16 bit  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Communications Protocols:  
Biscynchronous  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: On-Site, Remote  
Diagnostics  
(See Vendor Profile Page V-5)

**CARDKEY SYSTEMS**  
**PASS-3100**  
Specific Application: Security  
Word Length: 8 bit  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: No  
Communications Protocols:  
Biscynchronous  
Vendor Sales Terms: Purchase,  
Lease  
Maintenance: On-Site, Remote  
Diagnostics

**CHARLES RIVER DATA SYSTEMS, INC.**  
**UNIVERSE 68**  
Word Length: 32 bit  
Operating System: UNOS; Unix  
System V  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 16M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 64  
Communications Protocols:  
Asynchronous, Biscynchronous,  
ADCCP/HDL, SDLC/SNA, X.25  
Price: \$9,800  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: Remote Diagnostics,  
Return to Manufacturing Facility,  
Third-Party  
Monthly Maintenance: \$200  
Date First Installed: October 1981  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-6)

**CHARLES RIVER DATA SYSTEMS, INC.**  
**UNIVERSE 2203**  
Word Length: 32 bit  
Operating System: UNOS; Unix  
System V  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$14,900  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1984  
Number Installed to Date: Under 10  
Courier

**COMARK CORP.**  
**DISKTOR M-5**  
Word Length: 16 bit  
Languages Supported: Cobol;

Fortran; Pascal; C  
Minimum Memory: 500K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$10,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1983  
(See Vendor Profile Page V-7)

**CONTEL CADO COMPUTER SYSTEMS**  
**TIGER ATS-32**  
Word Length: 16 bit  
Operating System: MM/IOS  
Languages Supported: Cadol  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-8)

**CONTEL CADO COMPUTER SYSTEMS**  
**TIGER ATS-44**  
Word Length: 16 bit  
Operating System: MM/IOS  
Languages Supported: Cadol  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$50,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000

**CYB SYSTEMS, INC.**  
**WORKMASTER**  
Word Length: 32 bit  
Operating System: Unix System V  
Languages Supported: Cobol;  
Fortran; Pascal; C; Ada  
Minimum Memory: 256K bytes  
Maximum Memory: 8.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Price: \$22,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party,  
Western Union  
Date First Installed: June 1983  
Number Installed to Date: 25  
(See Vendor Profile Page V-9)

**CYB SYSTEMS, INC.**  
**WORKMANAGER**  
Word Length: 32 bit  
Operating System: Unix-5  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C; Ada

Minimum Memory: 256K bytes  
Maximum Memory: 4.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$13,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party,  
Western Union  
Number Installed to Date: 250

**DATA GENERAL CORP.**  
**DESKTOP GENERATION MODEL 10**  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS; RDOs; AOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; DG/L  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA, X.25  
Price: \$6,705  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983  
(See Vendor Profile Page V-9)

**DATA GENERAL CORP.**  
**DESKTOP GENERATION MODEL 10SP**  
Word Length: 16 bit  
Operating System: CP/M 86;  
RDOs; MS-DOS; AOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; DG/L  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA, X.25  
Price: \$8,155  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: July 1983

**DATA GENERAL CORP.**  
**DESKTOP GENERATION MODEL 20**  
Word Length: 16 bit  
Operating System: RDOs; AOS  
Languages Supported: Cobol;  
Fortran; Basic; PL/1; DG/L  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA, X.25  
Price: \$10,780  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility

**DELTA DATA SYSTEMS CORP.**  
**9000T**  
Word Length: 32 bit

# Supermicros

**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; APL; PL/I; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 3.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Return to Manufacturing Facility  
*(See Vendor Profile Page V-11)*

**DIGITAL EQUIPMENT CORP.**  
**MICROVAX I**  
**Word Length:** 32 bit  
**Operating System:** MicroVMS; Ultrix  
**Languages Supported:** Pascal  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** SDLC/SNA, X.25, DNA, Decnet  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** 1984  
*(See Vendor Profile Page V-11)*

**DIGITAN SYSTEMS, INC.**  
**DE/4000**  
**Word Length:** 16 bit  
**Operating System:** CP/M; MS-DOS  
**Languages Supported:** Cobol; Basic; Pascal; RPG; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$10,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** January 1984  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-12)*

**ELITE COMPUTER SYSTEMS CORP.**  
**CONSULTANT I**  
**Specific Application:** CAD/CAM  
**Word Length:** 32 bit  
**Operating System:** PBS; Unix  
**Languages Supported:** Fortran; Basic; Pascal; C; Lisp  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 12M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$17,900  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** September 1983  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-13)*

**ELITE COMPUTER SYSTEMS CORP.**  
**CONSULTANT II**  
**Word Length:** 32 bit  
**Operating System:** PBS; Unix  
**Languages Supported:** Fortran; Basic; Pascal; C; Lisp  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 12M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$18,900  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** July 1984

**ENHANCEMENT TECHNOLOGY, INC.**  
**ISODATA MODEL II**  
**Word Length:** 16 bit  
**Operating System:** INFO  
**Languages Supported:** INFO  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Price:** \$25,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** 1984  
*(See Vendor Profile Page V-13)*

**FLORIDA COMPUTER GRAPHICS**  
**BEACON 400 SERIES**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 288K bytes  
**Maximum Memory:** 672K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, OEM  
**Maintenance:** Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-14)*

**FLORIDA COMPUTER GRAPHICS**  
**BEACON 420**  
**Specific Application:** Graphics  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 288K bytes  
**Maximum Memory:** 762K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous, SDLC/SNA  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** January 1984

**Number Installed to Date:** 100 - 500

**FLORIDA COMPUTER GRAPHICS**  
**BEACON 440**  
**Specific Application:** CAD/CAM  
**Word Length:** 16 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 288K bytes  
**Maximum Memory:** 672K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous, SDLC/SNA  
**Price:** \$9,950  
**Vendor Sales Terms:** Purchase, Lease  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$260  
**Date First Installed:** May 1984  
**Number Installed to Date:** 50 - 100

**FLORIDA COMPUTER GRAPHICS**  
**BEACON 610**  
**Specific Application:** Graphics  
**Word Length:** 8/16 bit  
**Operating System:** CP/M  
**Languages Supported:** Fortran; Basic; Pascal; C  
**Minimum Memory:** 416K bytes  
**Maximum Memory:** 896K bytes  
**Multiple Users:** No  
**Communications Protocols:** Asynchronous, Bismynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, OEM  
**Maintenance:** Remote Diagnostics, Return to Manufacturing Facility, Third-Party  
**Date First Installed:** June 1982

**GRID SYSTEMS CORP.**  
**COMPASS FAMILY**  
**Word Length:** 16 bit  
**Operating System:** CCOS; MS-DOS  
**Languages Supported:** Cobol; Fortran; Pascal; C; PL/M; ASM-86  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$4,500  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** November 1982  
*(See Vendor Profile Page V-16)*

**INTELLIMAC, INC.**  
**IN/7000 SERIES**  
**Word Length:** 32 bit  
**Operating System:** Unix; ROS  
**Languages Supported:** Cobol; Fortran; Pascal; C; Ada  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** X.25, Telenet  
**Price:** \$30,000

**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** February 1982  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-18)*

**INTELLIMAC, INC.**  
**IN/7000M**  
**Word Length:** 32 bit  
**Operating System:** Unix; ROS  
**Languages Supported:** Cobol; Fortran; Pascal; C; Ada; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** X.25, Telenet  
**Price:** \$50,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnostics:** Return to Manufacturing Facility  
**Date First Installed:** February 1982  
**Number Installed to Date:** 100 - 500

**MAI-COM INFORMATION SYSTEMS DIVISION**  
**AS 1000**  
**Word Length:** 16 bit  
**Operating System:** CTOS; CP/M 86; Xenix; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembly  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous, X.25  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** 1980  
*(See Vendor Profile Page V-20)*

**MAI-COM INFORMATION SYSTEMS DIVISION**  
**ONE TOUCH**  
**Word Length:** 16 bit  
**Operating System:** CTOS; MS-DOS; CP/M 86  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; Assembly  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bismynchronous, X.25, 2780, 3780, 3270  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** 1981

**MASSCOMP**  
**MC-500 DP SERIES**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Fortran; Pascal; C  
**Multiple Users:** Yes  
**Price:** \$36,900

**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** July 1984  
(See Vendor Profile Page V-20)

## MEGADATA CORP.

**S174 MODEL 1**  
**Word Length:** 16 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Pascal  
**Minimum Memory:** 768K bytes  
**Maximum Memory:** 16M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** SDLC/SNA  
**Price:** \$16,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$175  
**Date First Installed:** August 1983  
**Number Installed to Date:** 10 - 50  
(See Vendor Profile Page V-21)

## MEMOTECH CORP.

**MTX 512**  
**Word Length:** 8 bit  
**Operating System:** Proprietary  
**Languages Supported:** Basic; Assembly; Noddy  
**Minimum Memory:** 104K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous  
**Price:** \$595  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** March 1984  
(See Vendor Profile Page V-21)

## MICRO CRAFT CORP.

**DIMENSION 8800**  
**Specific Application:** CAD/CAM  
**Word Length:** 32 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Fort  
**Minimum Memory:** 256K bytes  
**Maximum I/O Ports:** 6  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** November 1983  
**Number Installed to Date:** 500 - 1,000  
(See Vendor Profile Page V-21)

## MOMENTUM COMPUTER SYSTEMS INTERNATIONAL

**MOMENTUM 32/4**  
**Specific Application:** Graphics  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:**

Asynchronous, Biscynchronous, 3270  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Monthly Maintenance:** \$200  
**Date First Installed:** June 1983  
**Number Installed to Date:** 500 - 1,000  
(See Vendor Profile Page V-22)

## MOMENTUM COMPUTER SYSTEMS INTERNATIONAL

**MOMENTUM 32E**  
**Specific Application:** Graphics  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 17  
**Communications Protocols:** Asynchronous, Biscynchronous, 3270  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Monthly Maintenance:** \$200  
**Number Installed to Date:** 500 - 1,000

## MORROW DESIGNS, INC.

**TRICEP**  
**Word Length:** 16/32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C; Ada  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$7,995  
**Vendor Sales Terms:** Purchase  
**Date First Installed:** August 1984  
(See Vendor Profile Page V-22)

## NO HALT COMPUTERS, INC.

**NH 1000 SERIES**  
**Specific Application:** Transaction Processing  
**Word Length:** 8 bit  
**Operating System:** TURBO/DOS; CP/M; MP/M; NH-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; RPG; PL/I  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 280K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 64  
**Communications Protocols:** Asynchronous, ADCCP/HDL, SDLC/SNA, X.25, Synchronous  
**Price:** \$25,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Return to Manufacturing Facility, Third-Party  
**Date First Installed to Date:** 100  
(See Vendor Profile Page V-24)

## PERKIN-ELMER CORP.

**7350**  
**Word Length:** 16/32 bit

**Operating System:** Unix; Uniplex  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; C; Sibo  
**Minimum Memory:** 320K bytes  
**Maximum Memory:** 5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 4  
**Communications Protocols:** Asynchronous, Biscynchronous, SDLC/SNA  
**Price:** \$8,400  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-26)

## PIXEL COMPUTER, INC.

**PIXEL 80**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Ada  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 6M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$17,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$200  
**Date First Installed:** September 1983  
**Number Installed to Date:** 300  
(See Vendor Profile Page V-27)

## PIXEL COMPUTER, INC.

**PIXEL 100/AP**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Ada  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 6M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$17,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$280  
**Date First Installed:** June 1982  
**Number Installed to Date:** 700

## POLYMORPHIC SYSTEMS

**POLY 186**  
**Word Length:** 16 bit  
**Operating System:** CP/M 86; Unix; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; RPG  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** BDLC, Biscynchronous, SDLC/SNA, UDL  
**Price:** \$4,495  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility

**Date First Installed:** October 1984  
(See Vendor Profile Page V-27)

## RAIR COMPUTER CORP.

**RAIR SUPERMICRO**  
**Word Length:** 16 bit  
**Operating System:** Unix System V; Concurrent DOS  
**Languages Supported:** Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; APL; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Biscynchronous, SDLC/SNA, X.25  
**Price:** \$15,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** April 1984  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-28)

## REYNOLDS & REYNOLDS CO.

**VIM NET**  
**Plug Compatibility:** Onyx  
**Word Length:** 16 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$17,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User  
**Maintenance:** On-Site, Remote Diagnostics  
**Monthly Maintenance:** \$350  
**Date First Installed:** July 1982  
**Number Installed to Date:** 100 - 500  
(See Vendor Profile Page V-30)

## RUBICON SYSTEMS, INC.

**ASSOCIATE**  
**Word Length:** 16 bit  
**Operating System:** Concurrent DOS; Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1984  
(See Vendor Profile Page V-30)

## SCENIC COMPUTER SYSTEM CORP.

**SCENIC MODEL ONE**  
**Word Length:** 32 bit  
**Operating System:** UCSD P-System  
**Languages Supported:** Fortran; Basic; Pascal; Assembly  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:** Asynchronous



## Supermicros • Transportables

**Languages Supported:** Cobol; Mumps  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 1.0M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 16  
**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$3,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Number Installed to Date:** 5,000 - 10,000

**SUN MICROSYSTEMS, INC.**  
**SUN 2/120**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Fortran; Pascal; C; Assembler  
**Minimum Memory:** 1M bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 2  
**Communications Protocols:** Asynchronous  
**Price:** \$16,900  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
*(See Vendor Profile Page V-33)*

**SUN MICROSYSTEMS, INC.**  
**SUN 2/170**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Fortran; Pascal; C; Assembler  
**Minimum Memory:** 2M bytes  
**Maximum Memory:** 4M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous

**Price:** \$20,900  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site, Remote  
**Diagnosis:** Return to Manufacturing Facility  
**Date First Installed:** 1983

**SUPERIOR CONTROL SYSTEMS, INC.**  
**SYSTEM 2610**  
**Word Length:** 8/16 bit  
**Operating System:** Proprietary; CP/M; TURBO/DOS  
**Languages Supported:** Fortran; Basic; Basic Plus; Pascal; APL; PL/1  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$8,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$100  
**Date First Installed:** 1981  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-33)*

**SUPERIOR CONTROL SYSTEMS, INC.**  
**SYSTEM 2620**  
**Word Length:** 8/16 bit  
**Operating System:** Proprietary; CP/M; TURBO/DOS  
**Languages Supported:** Fortran; Basic; Basic Plus; Pascal; APL; PL/1  
**Minimum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$100  
**Date First Installed:** 1981

**Number Installed to Date:** 10 - 50

**UNICOMP CORP.**  
**PIXEL 100 AP**  
**Word Length:** 32 bit  
**Operating System:** Unix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Ada  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 6M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 18  
**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$19,000  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$200  
**Date First Installed:** October 1982  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-35)*

**VICTORY COMPUTER SYSTEMS, INC.**  
**FACTOR 40/80/128/160**  
**Specific Application:** Instrumentation  
**Word Length:** 16/32 bit  
**Operating System:** Unix System III; VRTX  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 4.2M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Biscynchronous, Ethernet TCP-IP  
**Price:** \$9,090  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** May 1983

**Number Installed to Date:** 300  
*(See Vendor Profile Page V-38)*

**WICAT SYSTEMS, INC.**  
**SYSTEM 150**  
**Word Length:** 16/32 bit  
**Word Length:** 32/16  
**Operating System:** Unix; MCS; CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Assembler  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.5M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous, Biscynchronous, ADCCP/HDLC, SDLC/SNA, X.25  
**Price:** \$8,500  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Monthly Maintenance:** \$145  
**Date First Installed:** October 1981  
*(See Vendor Profile Page V-37)*

**WICAT SYSTEMS, INC.**  
**SYSTEM 155**  
**Operating System:** Unix; MCS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C; Assembler  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 4.5M bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Biscynchronous, ADCCP/HDLC  
**Price:** \$16,000  
**Vendor Sales Terms:** Purchase, Lease  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** June 1983  
**Number Installed to Date:** 91

## Transportables

**ACTRIX COMPUTER CORP.**  
**ACTRIX COMPUTER**  
**Dimensions:** 10 x 16 x 11 in.  
**Screen Dimensions:** 7 in.; 25 lines; 80 col.  
**System Weight:** 33 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Mbasic, Cbasic  
**Maximum Memory:** 64K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$2,190  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
*(See Vendor Profile Page V-1)*

**ANDERSON JACOBSON, INC.**  
**AJ PASSPORT IMA**  
**System Dimensions:** 11½ x 18½ x 8½ in.  
**Screen Dimensions:** 7 in.; 24 lines; 80 col.  
**System Weight:** 21 lbs.  
**Word Length:** 16 bit  
**Operating System:** TELE/DOS  
**Languages Supported:** GW Basic  
**Maximum Memory:** 256K bytes  
**Communications Protocols:** Asynchronous  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Return to Manufacturing Facility  
**Date First Installed:** August 1984  
*(See Vendor Profile Page V-3)*

**APPLE COMPUTER, INC.**  
**APPLE IIC**  
**System Dimensions:** 11½ x 12 x

2½ in.  
**Screen Dimensions:** 9 in.; 24 lines; 80 col.  
**System Weight:** 7½ lbs.  
**Word Length:** 8 bit  
**Operating System:** Apple DOS  
**Languages Supported:** Basic; Pascal; Logo  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 7  
**Price:** \$1,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** May 1984  
*(See Vendor Profile Page V-3)*

**CASIO, INC.**  
**FX-720P**  
**System Dimensions:** 6½ x 3¼ x 9/

16 in.  
**Screen Dimensions:** 1 line; 12 col.  
**System Weight:** 6.6 oz.  
**Word Length:** 8 bit  
**Operating System:** Casio  
**Languages Supported:** Basic  
**Minimum Memory:** 2K bytes  
**Maximum Memory:** 4K bytes  
**Maximum I/O Ports:** 2  
**Price:** \$80  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-6)*

**CASIO, INC.**  
**FX-750**  
**System Dimensions:** 7½ x 3¼ x ¾ in.

# Transportables

Screen Dimensions: 1 line; 24 col.  
System Weight: 8.9 oz.  
Word Length: 8 bit  
Operating System: Casio  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 8K bytes  
Maximum I/O Ports: 2  
Price: \$130  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility

## CASIO, INC. FX-820P

Word Length: 8 bit  
Operating System: Casio  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 8K bytes  
Maximum I/O Ports: 2  
Price: \$150  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1983

## CASIO, INC. PB-700

System Dimensions: 7½ x 3½ x ¾ in.  
Screen Dimensions: 4 lines; 20 col.  
System Weight: 11.1 oz.  
Word Length: 8 bit  
Operating System: Casio  
Languages Supported: Basic  
Minimum Memory: 4K bytes  
Maximum Memory: 16K bytes  
Maximum I/O Ports: 2  
Price: \$200  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: 1983

## COLUMBIA DATA PRODUCTS, INC.

1600-VP  
System Dimensions: 16 x 14 x 8 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 32 lbs.  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS 2.0; MS-DOS 1.25  
Languages Supported: Cobol; Fortran; Pascal; C; Basic A Micro  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Communications Protocols: Asynchronous, SDLC/SNA  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party; Bell & Howell  
Date First Installed: May 1983  
(See Vendor Profile Page V-7)

## COMMODORE BUSINESS MACHINES, INC.

54  
System Dimensions: 14½ x 14½ x

5 in.  
Screen Dimensions: 5 in.; 25 lines; 40 col.  
System Weight: 27.6 lbs.  
Word Length: 8 bit  
Languages Supported: Cobol; Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-7)

## COMPUTER COMPUTER CORP. COMPUTER

System Dimensions: 14 x 18 x 8 in.  
Screen Dimensions: 9 in.; 24 lines; 80 col.  
System Weight: 26 lbs.  
Word Length: 8/16 bit  
Operating System: Apple DOS; IBM; MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Communications Protocols: Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-7)

## COMPAL, INC.

ELECTRIC BRIEFCASE  
System Dimensions: 14 x 18 x 6 in.  
Screen Dimensions: 9 in.; 24 lines; 80 col.  
System Weight: 26 lbs.  
Plug Compatibility: Kaypro  
Word Length: 8 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$1,495  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: September 1982  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-7)

## COMPAQ COMPUTER CORP. COMPAQ PORTABLE COMPUTER

System Dimensions: 16 x 20 x 8½ in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 20 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 640K bytes  
Maximum I/O Ports: 3  
Communications Protocols:

Asynchronous, Bismynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-7)

## COMPUCORP

### OMEGA MITE

System Dimensions: 10½ x 12 x 8 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 24.5 lbs.  
Word Length: 8/16 bit  
Operating System: MS-DOS; CP/M  
Languages Supported: Fortran; C  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 384K bytes  
Communications Protocols: Asynchronous, Bismynchronous, SDLC/SNA  
Price: \$3,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$80  
Date First Installed: December 1983  
(See Vendor Profile Page V-7)

## COMPUTER DEVICES, INC. DOT 3000

System Dimensions: 14½ x 18 x 7½ in.  
Screen Dimensions: 9 in.; 25 lines; 132 col.  
System Weight: 30 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS; CP/M  
Languages Supported: Cobol; Fortran; Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 704K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
(See Vendor Profile Page V-8)

## CONVERGENT TECHNOLOGIES, INC. WORKSLATE

System Dimensions: 11½ x 8½ x 1 in.  
Screen Dimensions: 6¼ in.; 16 lines; 46 col.  
System Weight: 3 lbs.  
Word Length: 8 bit  
Minimum Memory: 16K bytes  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to Manufacturing Facility, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-8)

## CORONA DATA SYSTEMS CORONA PORTABLE PPC-1

System Dimensions: 19.8 x 18.8 x 9.6 in.

Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 28 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$2,195  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party  
(See Vendor Profile Page V-8)

## CORONA DATA SYSTEMS CORONA PORTABLE PPC-2

System Dimensions: 19.8 x 18.8 x 9.6 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 28 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 3  
Communications Protocols: Asynchronous  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party

## DATEC, INC.

ELECTRONIC NOTEBOOK  
System Dimensions: 13½ x 9½ x 2 in.  
Screen Dimensions: 2 lines; 40 col.  
System Weight: 5 lbs.  
Word Length: 8 bit  
Minimum Memory: 86K bytes  
Maximum Memory: 504K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous, Bismynchronous  
Price: \$3,295  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
(See Vendor Profile Page V-10)

## DIGITAL MICROSYSTEMS, INC. (DMS)

DMS-3/P FOX  
System Dimensions: 17½ x 14.7 x 7.8 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 30 lbs.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol; Fortran; Basic; Pascal; PL/1  
Minimum Memory: 64K bytes  
Maximum I/O Ports: 4  
Communications Protocols: SDLC/SNA  
Price: \$3,350  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party

**IT'S A SMALL MIRACLE HOW HEWLETT-PACKARD  
PUT 656K OF MEMORY, LOTUS 1-2-3, WORD  
PROCESSING, A TELECOMMUNICATIONS MODEM  
AND COMPLETE IBM CONNECTABILITY INTO**



## **THE PORTABLE.**

For years business people had to choose between the power of a desktop computer and the limited capabilities of the first portables. That problem was solved when Hewlett-Packard introduced The Portable.

The Portable is designed with more total memory than most leading desktop personal computers...656K in fact. That includes 272K of user memory. So, The Portable's built-in business software can work with enormous amounts of data.

1-2-3™ from Lotus, America's most popular spreadsheet, file management and business graphics program, is permanently built into The Portable. So is Hewlett-Packard's word processing program, MemoMaker. Just press the key and you're ready to work.

The Portable even has a built-in modem and easy-to-use telecommunications software to send

or receive data using a standard telephone jack.

If you use a Hewlett-Packard Touchscreen PC, IBM® PC, XT or an IBM compatible you'll be glad to know that your desktop and The Portable can talk to each other with the simple addition of the Hewlett-Packard Portable-Desktop Link.

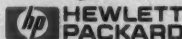
The Portable's rechargeable battery gives you 16 hours of continuous usage on every charge.

Finally, you can work comfortably on a full size keyboard and an easy-to-read 16-line by 80-column screen. And it all folds shut to turn The Portable into a simple nine-pound box.

The Portable. A small miracle...perhaps. But then consider where it came from.

See The Portable and the entire family of personal computers, software and peripherals at your authorized Hewlett-Packard dealer. Call (800) FOR-HP-PC for the dealer nearest you.

Setting You Free



IBM is a registered trademark of International Business Machines Corporation. 1-2-3 and Lotus are trademarks of Lotus Development Corporation.

# Transportables

Maintenance: Third-Party  
Date First Installed: December 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-12)

## DOCUTEL OLIVETTI CORP. M10

System Dimensions: 9 x 12 x 2 1/2 in.  
Screen Dimensions: 8 in.; 8 lines; 40 col.  
System Weight: 4 lbs.  
Word Length: 8 bit  
Operating System: ROM  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Maximum I/O Ports: 1  
Communications Protocols: Asynchronous  
Price: \$799  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: February 1984  
(See Vendor Profile Page V-12)

## DOCUTEL OLIVETTI CORP. M16

System Dimensions: 19.8 x 18.8 x 9.6 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 30 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 1  
Communications Protocols: Asynchronous  
Price: \$2,195  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: November 1983

## EAGLE COMPUTER, INC.

EAGLE PC SPIRIT XL  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic A  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell  
Date First Installed: October 1983  
(See Vendor Profile Page V-13)

## EAGLE COMPUTER, INC.

EAGLE PC SPIRIT 2  
Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic A  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$2,695  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party, Bell & Howell

Date First Installed: November 1983

## EDUCATIONAL MICROCOMPUTER SYSTEMS MICRO I

System Dimensions: 8 1/2 x 11 x 4 in.  
System Weight: 4 1/2 lbs.  
Word Length: 16 bit  
Operating System: Forth  
Languages Supported: Forth  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Price: \$1,200  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Return to Manufacturing Facility  
Date First Installed: September 1983  
(See Vendor Profile Page V-13)

## EPSON AMERICA, INC. GENEVA/PX-8

System Dimensions: 1 1/4 x 11 1/2 x 8 1/2 in.  
Screen Dimensions: 8 lines; 80 col.  
System Weight: 4 lbs.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Minimum Memory: 64K bytes  
Price: \$595  
Vendor Sales Terms: Purchase  
Date First Installed: July 1984  
(See Vendor Profile Page V-14)

## EPSON AMERICA, INC.

HX-20  
System Dimensions: 1 1/4 x 8 1/2 x 11 in.  
Screen Dimensions: 4 lines; 20 col.  
System Weight: 4.2 lbs.  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 32K bytes  
Maximum Memory: 64K bytes  
Maximum I/O Ports: 2  
Communications Protocols: Asynchronous  
Price: \$795  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to Manufacturing Facility  
Date First Installed: January 1983

## GAVILAN COMPUTER CORP. GAVILAN

System Dimensions: 11.4 x 11.4 x 2.7 in.  
Screen Dimensions: 11 in.; 16 lines; 80 col.  
System Weight: 9 1/2 lbs.  
Word Length: 16 bit  
Operating System: Gavilan; MS-DOS  
Languages Supported: Basic; Pascal  
Minimum Memory: 96K bytes  
Maximum Memory: 288K bytes  
Communications Protocols: Asynchronous  
Price: \$3,995  
Vendor Sales Terms: Purchase  
Maintenance: On-Site  
Date First Installed: November 1983  
(See Vendor Profile Page V-15)

## GAVILAN COMPUTER CORP. SC

System Dimensions: 11.4 x 11.4 x 2.7 in.  
Screen Dimensions: 9 in.; 8 lines; 80 col.  
System Weight: 9 1/2 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 288K bytes  
Communications Protocols: Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: September 1982  
Number Installed to Date: 50 - 100

## GMR, INC.

SM-1  
Plug Compatibility: IBM  
Word Length: 8 bit  
Operating System: CP/M; CDOS; Concurrent CP/M  
Languages Supported: Cobol; Fortran; Basic; Basic Plus; Basic Plus 2; Pascal; RPG; APL; PL/I; Bliss; Coral; C  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Bisynchronous, ADCCP/HDLC, SDLC/SNA, X.25  
Price: \$3,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility  
Date First Installed: 1977  
Number Installed to Date: 5,000 - 10,000  
(See Vendor Profile Page V-15)

## GRID SYSTEMS CORP.

TEMPEST  
System Dimensions: 20 x 16 x 8 in.  
Screen Dimensions: 9 in.; 24 lines; 80 col.  
System Weight: 38 lbs.  
Word Length: 16 bit  
Minimum Memory: 256K bytes  
Price: \$14,995  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to Manufacturing Facility  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

HP 75  
System Dimensions: 5 x 10 x 1 1/4 in.  
Screen Dimensions: 1 line; 32 col.  
System Weight: 1.6 lbs.  
Word Length: 8 bit  
Operating System: CMOS  
Languages Supported: Basic  
Minimum Memory: 16K bytes  
Maximum Memory: 24K bytes  
Communications Protocols: Asynchronous

Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: September 1982  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

HP 85B  
System Dimensions: 17.8 x 16 1/2 x 6.3 in.  
Screen Dimensions: 5 in.; 16 lines; 32 col.  
System Weight: 20 lbs.  
Word Length: 8/16 bit  
Languages Supported: Basic; Assembler  
Minimum Memory: 32K bytes  
Maximum Memory: 32K bytes  
Maximum I/O Ports: 4  
Communications Protocols: Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Return to Manufacturing Facility  
Date First Installed: July 1983

## HEWLETT-PACKARD CO.

HP 110  
System Dimensions: 10 x 13 x 3 in.  
Screen Dimensions: 16 lines; 80 col.  
System Weight: 8.5 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS 2.11  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 640K bytes  
Price: \$2,895  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: May 1984

## IBM PORTABLE PERSONAL COMPUTER

System Dimensions: 20 x 17 x 8 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 30 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS; CP/M; UCSD P-System  
Languages Supported: Cobol; Fortran; Basic; Pascal; APL; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous, Bisynchronous, SDLC/SNA  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Remote Diagnostics, Third-Party  
Date First Installed: February 1983  
(See Vendor Profile Page V-17)

## INTERNATIONAL SYSTEM MARKETING, INC.

EXPRESS  
System Dimensions: 17 1/2 x 18 x 18 1/2 in.  
Screen Dimensions: 9 in.; 25 lines; 80 col.  
System Weight: 35 lbs.

**Specific Application:** Graphics  
**Plug Compatibility:** IBM PC, IBM PC/XT  
**Word Length:** 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$3,195  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** On-Site, Third-Party, Sorbus  
**Monthly Maintenance:** \$40  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-18)*

**JONAS INTERNATIONAL, INC.**  
**JONAS 2100**  
**System Dimensions:** 13 1/4 x 17 1/2 x 7 1/4 in.  
**Screen Dimensions:** 9 in.; 25 lines; 80 col.  
**System Weight:** 27 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$3,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, Western Union  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** June 1982  
*(See Vendor Profile Page V-19)*

**JONAS INTERNATIONAL, INC.**  
**JONAS 2500**  
**System Dimensions:** 13 1/4 x 17 1/2 x 7 1/4 in.  
**Screen Dimensions:** 9 in.; 25 lines; 80 col.  
**System Weight:** 33 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous, Biscynchronous  
**Price:** \$3,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party, Western Union  
**Maintenance:** Third-Party, Western Union  
**Date First Installed:** 1981

**KAYPRO CORP.**  
**KAYPRO 2X**  
**System Dimensions:** 15 1/2 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 lines; 80 col.  
**System Weight:** 26 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous

**Price:** \$1,595  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-19)*

**KAYPRO CORP.**  
**KAYPRO 4**  
**System Dimensions:** 15 1/2 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 24 lines; 80 col.  
**System Weight:** 26 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$1,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** April 1984

**KAYPRO CORP.**  
**KAYPRO 10**  
**System Dimensions:** 15 1/2 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 lines; 80 col.  
**System Weight:** 31 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,795  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, Sorbus  
**Date First Installed:** March 1983

**KAYPRO CORP.**  
**KAYPRO 12X**  
**System Dimensions:** 15 1/2 x 18 x 8 in.  
**Screen Dimensions:** 9 in.; 25 lines; 80 col.  
**System Weight:** 26 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$3,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** July 1984

**MICRO OFFICE SYSTEMS TECHNOLOGIES, INC.**  
**ROADRUNNER**  
**System Dimensions:** 8 x 11 x 3 in.  
**Screen Dimensions:** 8 lines; 80 col.  
**System Weight:** 5 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 3

**Communications Protocols:** Asynchronous  
**Price:** \$2,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-22)*

**MILTOPE CORP.**  
**MILTOPE/GAVILAN MPC-16**  
**Specific Application:** Military  
**Word Length:** 16 bit  
**Operating System:** MS-DOS 2.0; Gavilan  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 160K bytes  
**Price:** \$12,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** January 1985  
*(See Vendor Profile Page V-22)*

**NEC HOME ELECTRONICS (USA), INC.**  
**8201**  
**System Dimensions:** 11 1/4 x 8 1/4 x 2 1/4 in.  
**Screen Dimensions:** 8 lines; 40 col.  
**System Weight:** 3.8 lbs.  
**Word Length:** 8 bit  
**Operating System:** CMOS  
**Languages Supported:** Basic  
**Minimum Memory:** 16K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$799  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User  
**Date First Installed:** September 1983  
*(See Vendor Profile Page V-24)*

**OBSERVATIONAL SYSTEMS, INC.**  
**OS-3**  
**System Dimensions:** 9 x 4.8 x 1 1/4 in.  
**Screen Dimensions:** 3 in.; 2 lines; 32 col.  
**System Weight:** 2 1/2 lbs.  
**Word Length:** 8 bit  
**Minimum Memory:** 32K bytes  
**Maximum Memory:** 32K bytes  
**Maximum I/O Ports:** 1  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase, Rental, Lease  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** December 1981  
**Number Installed to Date:** 300  
*(See Vendor Profile Page V-25)*

**OBSERVATIONAL SYSTEMS, INC.**  
**OS-4**  
**System Dimensions:** 9 x 4.8 x 1 1/4 in.  
**Screen Dimensions:** 3 in.; 2 lines; 32 col.  
**System Weight:** 2 1/2 lbs.  
**Word Length:** 8 bit  
**Languages Supported:** Q LOG-2

**Minimum Memory:** 32K bytes  
**Maximum Memory:** 64K bytes  
**Communications Protocols:** Asynchronous  
**Price:** \$2,500  
**Vendor Sales Terms:** Purchase, Rental  
**Distribution:** End User, Third-Party  
**Maintenance:** Remote Diagnostics, Return to Manufacturing Facility  
**Date First Installed:** January 1982  
**Number Installed to Date:** 500 - 1,000

**OSBORNE COMPUTER CORP.**  
**OSBORNE EXECUTIVE**  
**System Dimensions:** 13 x 20.5 x 9 in.  
**Screen Dimensions:** 7 in.; 24 lines; 80 col.  
**System Weight:** 28 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 3.0  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Communications Protocols:** Asynchronous, Synchronous  
**Price:** \$1,445  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** 1983  
**Number Installed to Date:** 20,000  
*(See Vendor Profile Page V-25)*

**OSBORNE COMPUTER CORP.**  
**OSBORNE I**  
**System Dimensions:** 14 1/2 x 20.5 x 8 1/2 in.  
**Screen Dimensions:** 5 in.; 24 lines  
**System Weight:** 26.2 lbs.  
**Word Length:** 8 bit  
**Operating System:** CP/M 2.2  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 64K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$945  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** March 1981  
**Number Installed to Date:** More than 100,000

**OTRONA CORP.**  
**2001**  
**System Dimensions:** 14 x 15 x 7 in.  
**Screen Dimensions:** 13 in.; 25 lines; 80 col.  
**System Weight:** 19 lbs.  
**Plug Compatibility:** IBM PC  
**Word Length:** 8 bit  
**Operating System:** MS-DOS; CP/M 2.2  
**Languages Supported:** GW Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 384K bytes  
**Communications Protocols:** SDL/C/SNA  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
*(See Vendor Profile Page V-25)*

# Transportables

## OTRONA CORP.

### ATTACHE

System Dimensions: 13.6 x 12 x 5 1/4 in.

Screen Dimensions: 5 1/4 in.; 24

lines; 80 col.

System Weight: 20 lbs.

Word Length: 8 bit

Operating System: CP/M; MS-DOS

Languages Supported: Basic

Minimum Memory: 64K bytes

Maximum Memory: 64K bytes

Maximum I/O Ports: 2

Communications Protocols:

Asynchronous

Price: \$3,995

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: OEM, Third-Party

Date First Installed: March 1982

Number Installed to Date: 1,000 -

5,000

## PANASONIC INDUSTRIAL CO.

### SENIOR PARTNER

System Dimensions: 18 1/2 x 13 3/16 x 8 1/4 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 28.7 lbs.

Word Length: 16 bit

Operating System: MS-DOS; CP/M

86; Concurrent CP/M 86; UCSD P-

System

Languages Supported: Basic

Minimum Memory: 128K bytes

Maximum Memory: 512K bytes

Maximum I/O Ports: 2

Price: \$2,495

Vendor Sales Terms: Purchase

Distribution: OEM, Third-Party

Maintenance: On-Site, Third-Party

Date First Installed: April 1984

(See Vendor Profile Page V-26)

## PANASONIC INDUSTRIAL CO.

### SUPER SENIOR PARTNER

System Dimensions: 18 1/2 x 13 3/16 x 8 1/4 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 35 lbs.

Word Length: 16 bit

Operating System: MS-DOS; CP/M

86

Languages Supported: Basic

Minimum Memory: 128K bytes

Maximum Memory: 512K bytes

Maximum I/O Ports: 2

Price: \$5,000

Vendor Sales Terms: Purchase

Distribution: OEM, Third-Party

Maintenance: On-Site, Third-Party

Date First Installed: June 1984

## PANASONIC INDUSTRIAL CO.

### THE LINK HHC

System Dimensions: 8 5/16 x 1 3/16 x 3 3/4 in.

Screen Dimensions: 1 line; 26 col.

System Weight: 14 oz.

Word Length: 8 bit

Operating System: Basic

Languages Supported: Basic

Minimum Memory: 8K bytes

Maximum Memory: 64K bytes

Maximum I/O Ports: 2

Communications Protocols:

Asynchronous

Price: \$500

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: On-Site, Return to

Manufacturing Facility

Date First Installed: January 1982

## PERSONAL MICRO

### COMPUTERS, INC.

#### MICRO MATE

System Dimensions: 15 x 3 1/2 x 6 1/2 in.

System Weight: 8 1/2 lbs.

Word Length: 8 bit

Operating System: CP/M

Languages Supported: Cobol;

Basic

Minimum Memory: 128K bytes

Maximum Memory: 128K bytes

Maximum I/O Ports: 4

Communications Protocols:

Asynchronous

Price: \$1,295

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Return to

Manufacturing Facility, Third-Party

Number Installed to Date: 1,000 -

5,000

(See Vendor Profile Page V-26)

## PRONTO COMPUTERS, INC.

### TRANSPORTABLE SOLUTIONS

System Dimensions: 7 1/2 x 17 1/4 x

18 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 30 lbs.

Word Length: 16 bit

Operating System: MS-DOS 2.11

Languages Supported: Basic

Minimum Memory: 256K bytes

Communications Protocols:

Asynchronous

Price: \$3,950

Vendor Sales Terms: Purchase

Distribution: End User, OEM, Third-

Party

Maintenance: Third-Party

Date First Installed: January 1984

(See Vendor Profile Page V-27)

## RADIX CORP.

### UTILICORDER

System Dimensions: 9 x 3 1/4 x 2 1/2 in.

Screen Dimensions: 2 lines; 16 col.

System Weight: 2 lbs.

Word Length: 8 bit

Languages Supported: Assembler

Minimum Memory: 32K bytes

Maximum Memory: 128K bytes

Communications Protocols:

Asynchronous, Bisynchronous

Price: \$3,000

Vendor Sales Terms: Purchase

Distribution: End User

Maintenance: Return to

Manufacturing Facility

Monthly Maintenance: \$100

Date First Installed: January 1977

Number Installed to Date: 500 -

1,000

(See Vendor Profile Page V-28)

## SARASOTA AUTOMATION

### HUSKY

System Dimensions: 8 x 9 1/2 x 1 1/4 in.

Screen Dimensions: 5 1/4 in.; 8 lines;

40 col.

System Weight: 4 1/4 lbs.

Word Length: 8 bit

Languages Supported: Cobol;

Fortran; Basic; Pascal; C

Minimum Memory: 32K bytes

Maximum Memory: 144K bytes

Communications Protocols: 2780

Price: \$1,974

Vendor Sales Terms: Purchase,

Lease

Distribution: End User, Third-Party

Maintenance: Return to

Manufacturing Facility

Date First Installed: 1981

Number Installed to Date: 1,000 -

5,000

(See Vendor Profile Page V-30)

## SARASOTA AUTOMATION

### HUSKY HUNTER

System Dimensions: 6 1/4 x 8 1/2 x 1 1/4 in.

Screen Dimensions: 5 1/4 in.; 8 lines;

40 col.

System Weight: 2.2 lbs.

Word Length: 8 bit

Operating System: CP/M 2.2

Languages Supported: Cobol;

Fortran; Basic; Pascal; C

Minimum Memory: 80K bytes

Maximum Memory: 208K bytes

Price: \$2,000

Vendor Sales Terms: Purchase,

Lease

Maintenance: Return to

Manufacturing Facility

Date First Installed: 1981

## SARASOTA AUTOMATION

### HUSKY INTRINSICALLY SAFE

System Dimensions: 8 x 9 1/2 x 1 1/4 in.

Screen Dimensions: 5 1/4 in.; 8 lines;

40 col.

System Weight: 4 1/4 lbs.

Word Length: 8 bit

Operating System: CP/M 2.2

Languages Supported: Cobol;

Fortran; Basic; Pascal; C

Minimum Memory: 80K bytes

Maximum Memory: 144K bytes

Price: \$2,000

Vendor Sales Terms: Purchase

Distribution: End User, Third-Party

Maintenance: Return to

Manufacturing Facility

Number Installed to Date: 5,000 -

10,000

## SARASOTA AUTOMATION

### HUSKY SPECIAL PERFORMANCE

System Dimensions: 8 x 9 1/2 x 1 1/4 in.

Screen Dimensions: 5 1/4 in.; 8 lines;

40 col.

System Weight: 4 1/4 lbs.

Word Length: 8 bit

Operating System: CP/M 2.2

Languages Supported: Cobol;

Fortran; Basic; Pascal; C

Minimum Memory: 208K bytes

Maximum Memory: 352K bytes

Communications Protocols: USCL,

2780

Price: \$2,000

Vendor Sales Terms: Purchase,

Lease

Distribution: End User, Third-Party

Maintenance: Return to

Manufacturing Facility

Date First Installed: 1981

Number Installed to Date: 5,000 -

10,000

## SEEQUA COMPUTER CORP.

### CHAMELEON

System Dimensions: 15 1/2 x 18 x 8 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 28 lbs.

Word Length: 8/16 bit

Operating System: MS-DOS; CP/M

80; CP/M 86

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 128K bytes

Maximum Memory: 700K bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Bisynchronous

Price: \$1,995

Vendor Sales Terms: Purchase

Distribution: OEM, Third-Party

Maintenance: Return to

Manufacturing Facility

Date First Installed: March 1983

(See Vendor Profile Page V-31)

## SEEQUA COMPUTER CORP.

### CHAMELEON PLUS

System Dimensions: 15 1/2 x 18 x 8 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 28 lbs.

Word Length: 8/16 bit

Operating System: MS-DOS; CP/M

80; CP/M 86

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 256K bytes

Maximum Memory: 700K bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Bisynchronous

Price: \$2,695

Vendor Sales Terms: Purchase

Distribution: OEM, Third-Party

Maintenance: Return to

Manufacturing Facility

Date First Installed: November 1983

## SHARP ELECTRONICS CORP.

### PC-1500A

System Dimensions: 1 x 7.7 x 3 3/4 in.

Screen Dimensions: 1 line; 26 col.

System Weight: 83 lbs.

Word Length: 8 bit

Minimum Memory: 8K bytes

Maximum Memory:

Screen Dimensions: 16 lines; 80 col.  
System Weight: 10 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 128K bytes  
Maximum Memory: 320K bytes  
Communications Protocols:  
Asynchronous  
Price: \$1,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: November 1983

## SONY COMMUNICATIONS PRODUCTS CO.

**SMC-70**  
System Dimensions: 17½ x 14½ x  
3¼ in.  
Screen Dimensions: 8 in.; 25 lines;  
80 col.  
System Weight: 10½ lbs.  
Word Length: 8 bit  
Operating System: CP/M 2.2  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C; Pilot,  
CB80  
Minimum Memory: 64K bytes  
Maximum Memory: 768K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-32)

## STM ELECTRONICS PIED PIPER

System Dimensions: 19½ x 10½ x  
3¼ in.  
System Weight: 15 lbs.  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$1,299  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, Xerox  
Date First Installed: May 1983  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-32)

## STRATEGIC TECH THE TRAVELER PC

Plug Compatibility: IBM PC  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Biscynchronous  
Price: \$4,495  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
(See Vendor Profile Page V-32)

## TANDY CORP. TRS-80 MODEL 100

System Dimensions: 11½ x 8½ x 2  
in.  
Screen Dimensions: 8 lines; 40 col.  
System Weight: 3.9 lbs.  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 8K bytes  
Maximum Memory: 32K bytes  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983  
(See Vendor Profile Page V-33)

## TANDY CORP. TRS-80 MODEL 4P

System Dimensions: 16½ x 13¼ x  
9¼ in.  
Screen Dimensions: 9 in.; 24 lines;  
80 col.  
System Weight: 26 lbs.  
Word Length: 8 bit  
Operating System: TRS/DOS;  
CP/M+; L/DOS  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Price: \$1,799  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: 1983

## TULUM COMMUNICATIONS CORP.

**DULMONT MAGNUM**  
System Dimensions: 12 x 11 x 2 in.  
Screen Dimensions: 8 lines; 80 col.  
System Weight: 1.6 lbs.  
Word Length: 16 bit  
Operating System: MS-DOS  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1984  
(See Vendor Profile Page V-34)

## TULUM COMMUNICATIONS CORP.

**TULUM 3000/1**  
System Dimensions: 9¼ x 13 x 3½  
in.  
Screen Dimensions: 4 lines; 80 col.  
System Weight: 8¼ lbs.  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: End User

Maintenance: Return to  
Manufacturing Facility  
Date First Installed: June 1982

## TELERAM COMMUNICATIONS CORP.

**TELERAM 3100**  
System Dimensions: 9¼ x 13 x 3½  
in.  
Screen Dimensions: 4 lines; 80 col.  
System Weight: 8¼ lbs.  
Specific Application: Text Editing  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1; C  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$3,595  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: January 1983

## TELERAM COMMUNICATIONS CORP.

**TELERAM 4000**  
System Dimensions: 9¼ x 13 x 3½  
in.  
Screen Dimensions: 8 lines; 80 col.  
System Weight: 9 lbs.  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Pascal;  
Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: June 1982

## TELERAM COMMUNICATIONS CORP.

**TELERAM 4100**  
System Dimensions: 9¼ x 13 x 3½  
in.  
Screen Dimensions: 8 lines; 80 col.  
System Weight: 9 lbs.  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1983

## TELERAM COMMUNICATIONS CORP.

**TELERAM 5000**  
System Dimensions: 9¼ x 13 x 4.3  
in.

Screen Dimensions: 16 lines; 80 col.  
System Weight: 10 lbs.  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$2,995  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: June 1982

## TELERAM COMMUNICATIONS CORP.

**TELERAM 5100**  
System Dimensions: 9¼ x 13 x 4.3  
in.  
Screen Dimensions: 16 lines; 80 col.  
System Weight: 10 lbs.  
Word Length: 8 bit  
Operating System: CP/M; UCSD P-  
System  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 4K bytes  
Maximum Memory: 256K bytes  
Communications Protocols:  
Asynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: Remote Diagnostics  
Date First Installed: 1983

## TELEVIDEO SYSTEMS, INC.

**TPC I**  
System Dimensions: 15 x 18 x 7.9  
in.  
Screen Dimensions: 9 in.; 24 lines;  
80 col.  
System Weight: 30 lbs.  
Word Length: 8 bit  
Operating System: CP/M; CP/M+  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$1,499  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-34)

## TELEVIDEO SYSTEMS, INC.

**TS-803H**  
System Dimensions: 14½ x 18½ x  
14½ in.  
Screen Dimensions: 14 in.; 24 lines;  
80 col.  
System Weight: 52 lbs.  
Word Length: 8 bit  
Operating System: CP/M; CP/M+  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 256M bytes  
Maximum I/O Ports: 2

## Transportables • Small Business Systems

### Communications Protocols:

Asynchronous

Price: \$3,995

Vendor Sales Terms: Purchase

Distribution: End User, Third-Party

Maintenance: Return to

Manufacturing Facility, Third-Party

Date First Installed: September

1983

Number Installed to Date: 5,000 -

10,000

### TEXAS INSTRUMENTS, INC.

PORTABLE PROFESSIONAL

System Dimensions: 15½ x 18.9 x 5

in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 32 lbs.

Word Length: 16 bit

Operating System: MS-DOS; CP/M

86; UCSD P-System

Languages Supported: Cobol;

Fortran; Basic; Pascal; C

Minimum Memory: 64K bytes

Maximum Memory: 768K bytes

Communications Protocols:

Asynchronous, SDLC/SNA, TTY

### Vendor Sales Terms: Purchase

Maintenance: On-Site

Date First Installed: 1984

(See Vendor Profile Page V-35)

### VISUAL COMPUTER, INC.

COMMUTER

System Dimensions: 15 x 18 x 3 in.

Screen Dimensions: 16 lines; 80 col.

System Weight: 16 lbs.

Specific Application: Word

Processing

Plug Compatibility: IBM PC

Word Length: 16 bit

Operating System: MS-DOS; CP/M;

UCSD P-System

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 128K bytes

Maximum Memory: 512K bytes

Maximum I/O Ports: 6

Communications Protocols:

Asynchronous, BDL,

Bisynchronous, ADCCP/HDLC,

SDLC/SNA, X.25

Price: \$1,995

Vendor Sales Terms: Purchase

Distribution: Third-Party

### Maintenance: Return to

Manufacturing Facility, Third-Party,

MAI/Sorbus

Date First Installed: September

1983

Number Installed to Date: 10,000 -

50,000

(See Vendor Profile Page V-36)

### ZENITH DATA SYSTEMS

ZFA-161-21

System Dimensions: 19.13 x 19.5 x

8.3 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 38.6 lbs.

Plug Compatibility: IBM PC

Word Length: 8 bit

Operating System: MS-DOS

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 320K bytes

Maximum Memory: 720K bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Synchronous

Price: \$2,399

Vendor Sales Terms: Purchase

Distribution: End User, OEM, Third-Party

Maintenance: Third-Party

Date First Installed: February 1984

(See Vendor Profile Page V-37)

### ZENITH DATA SYSTEMS

ZFA-161-22

System Dimensions: 19.13 x 19.5 x

8.3 in.

Screen Dimensions: 9 in.; 25 lines;

80 col.

System Weight: 41.6 lbs.

Plug Compatibility: IBM PC

Word Length: 8 bit

Operating System: MS-DOS

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 320K bytes

Maximum Memory: 720K bytes

Multiple Users: Yes

Maximum I/O Ports: 4

Communications Protocols:

Asynchronous, Synchronous

Price: \$2,999

Vendor Sales Terms: Purchase

Maintenance: Third-Party

Date First Installed: February 1984

## Small Business Systems

### ALCYON CORP.

AS8KPM SINGLE BOARD

COMPUTER

Plug Compatibility: DEC LSI-11

Word Length: 16/32 bit

Operating System: Regulus

Languages Supported: Cobol;

Fortran; Basic; Pascal; C; DIBOL

Minimum Memory: 256K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Bisynchronous

Price: \$4,400

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Remote Diagnostics,

Third-Party

Date First Installed: March 1983

Number Installed to Date: 150

(See Vendor Profile Page V-1)

### ALCYON CORP.

APS RIMS RACKMOUNT

WORKSTATION

Plug Compatibility: DEC LSI-11

Word Length: 16/32 bit

Operating System: Regulus

Languages Supported: Cobol;

Fortran; Basic; Pascal; C; DIBOL

Minimum Memory: 256K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Synchronous

Price: \$9,950

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Third-Party

Date First Installed: December 1983

Number Installed to Date: 1 - 10

### ALCYON CORP.

APS WORKSTATION

Plug Compatibility: DEC LSI-11

Word Length: 16/32 bit

Operating System: Regulus/Realtime

Languages Supported: Cobol;

Fortran; Basic; Pascal; C; DIBOL

Minimum Memory: 256K bytes

Maximum Memory: 2M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Synchronous

Price: \$9,950

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Third-Party

Date First Installed: March 1983

Number Installed to Date: 50 - 100

### ALCYON CORP.

APX EXTENDED PROCESSOR

Plug Compatibility: DEC LSI-11

Series

Word Length: 16/32 bit

Operating System: Regulus/Realtime

Languages Supported: Cobol;

Fortran; Basic; Pascal; C; DIBOL

Minimum Memory: 512K bytes

Maximum Memory: 4M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Synchronous

Price: \$29,995

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: Third-Party

Date First Installed: April 1983

Number Installed to Date: 10 - 50

### ALSPA COMPUTER, INC.

ACI-2

Word Length: 8 bit

Operating System: CP/M

Languages Supported: Cobol;

Basic; Pascal; PL/I; C

Minimum Memory: 64K bytes

Maximum Memory: 64K bytes

Multiple Users: No

Maximum I/O Ports: 5

Communications Protocols:

Asynchronous

Price: \$1,995

Vendor Sales Terms: Purchase

Distribution: Third-Party

Maintenance: On-Site, Return to

Manufacturing Facility, Third-Party,

Distributors

Monthly Maintenance: \$125

Date First Installed: February 1981

Number Installed to Date: 5,000 -

10,000

(See Vendor Profile Page V-2)

### BURROUGHS CORP.

B25

Word Length: 16 bit

Operating System: BTOS; CP/M 86;

MS-DOS

Languages Supported: Cobol;

Fortran; Basic; Pascal

Minimum Memory: 256K bytes

Maximum Memory: 1M bytes

Multiple Users: Yes

Maximum I/O Ports: 3

Communications Protocols:

Asynchronous, Bisynchronous,

SDLC/SNA, X.25, Burroughs Poll/

Select

Price: \$4,000

Vendor Sales Terms: Purchase

Distribution: End User, Third-Party

Maintenance: On-Site, Return to

Manufacturing Facility

Date First Installed: June 1984

(See Vendor Profile Page V-5)

### BURROUGHS CORP.

B96

Word Length: 8 bit

Operating System: CMS/MCP

Languages Supported: Cobol;

Basic; RPG; MPL II

Minimum Memory: 256K bytes

Maximum Memory: 512K bytes

Multiple Users: Yes

Maximum I/O Ports: 6

Communications Protocols:

Asynchronous, BDL,

Bisynchronous, ADCCP/HDLC,

SDLC/SNA, X.25, UDLC

Price: \$18,000

Vendor Sales Terms: Purchase,

Lease

Distribution: End User

Maintenance: On-Site

Monthly Maintenance: \$150

### BURROUGHS CORP.

B96

Word Length: 8 bit

Operating System: CMS

Languages Supported: Cobol;

Fortran; Basic; RPG

Minimum Memory: 512K bytes

Maximum Memory: 1.5M bytes

Multiple Users: Yes

Communications Protocols:

Asynchronous, Bisynchronous

Price: \$10,000

Vendor Sales Terms: Purchase,

Lease

## Small Business Systems

Distribution: End User  
Date First Installed: 1983

### BURROUGHS CORP. B96 SYSTEM

Word Length: 8 bit  
Operating System: CMS/MCP  
Languages Supported: Cobol;  
Basic; RPG; MPL II; NDL  
Minimum Memory: 512K bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous, BDL, C,  
Bisynchronous, ADCCP/HDLC,  
SDLC/SNA, X.25, UDLC  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$300  
Date First Installed: August 1982

### BURROUGHS CORP. B930 MULTIPROCESSOR SYSTEM

Word Length: 8 bit  
Operating System: CS/MCP  
Languages Supported: Cobol;  
Basic; RPG; MPL II; NDL  
Minimum Memory: 640K bytes  
Maximum Memory: 3.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous, BDL, C,  
Bisynchronous, ADCCP/HDLC,  
SDLC/SNA, X.25  
Price: \$45,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$400  
Date First Installed: November 1982

### BURROUGHS CORP. B1990 CMS

Word Length: 24 bit  
Operating System: CMS/MCP  
Languages Supported: Cobol;  
Basic; RPG; MPL II; NDL  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 15  
Communications Protocols:  
Asynchronous, BDL, C,  
Bisynchronous, ADCCP/HDLC,  
SDLC/SNA, X.25, UDLC  
Price: \$70,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$640  
Date First Installed: January 1984

### BURROUGHS CORP. B1990 DP

Word Length: 24 bit  
Operating System: MCP/CMS  
Languages Supported: Cobol;  
Fortran; Basic; RPG; UPL; MIL; NDL;  
SDL  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes

Maximum I/O Ports: 15  
Communications Protocols:  
Asynchronous, BDL, C,  
Bisynchronous, ADCCP/HDLC,  
SDLC/SNA, X.25, UDLC  
Price: \$140,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics  
Monthly Maintenance: \$1,250  
Date First Installed: October 1983

### BURROUGHS CORP.

B1990 SP  
Word Length: 24 bit  
Operating System: MCP; CMS/MCP  
Languages Supported: Cobol;  
Fortran; Basic; RPG; UPL; MIL; NDL;  
SDL  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 15  
Communications Protocols:  
Asynchronous, BDL, C,  
Bisynchronous, ADCCP/HDLC,  
SDLC/SNA, X.25, UDLC  
Price: \$95,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics  
Monthly Maintenance: \$750  
Date First Installed: October 1983

### CALIFORNIA COMPUTER SYSTEMS

CALSTAR  
Word Length: 8 bit  
Operating System: CP/M; Oasis  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes; 8  
Maximum I/O Ports: 2  
Price: \$2,800  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: December 1982  
(See Vendor Profile Page V-5)

### CALIFORNIA COMPUTER SYSTEMS

MODEL 2310  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Price: \$2,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: April 1980  
Number Installed to Date: 150

### CALIFORNIA COMPUTER SYSTEMS

SLIM-LINE 3000  
Word Length: 8 bit

Operating System: CP/M; Oasis;  
TURBO/DOS

Languages Supported: Cobol;  
Fortran; Basic; Pascal; MPM  
Minimum Memory: 64K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Price: \$4,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: December 1982  
Number Installed to Date: 150

### CALIFORNIA COMPUTER SYSTEMS

SYSTEM 300  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Price: \$3,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: April 1980  
Number Installed to Date: 150

### CALIFORNIA COMPUTER SYSTEMS

SYSTEM 400  
Word Length: 8 bit  
Operating System: CP/M; Oasis;  
TURBO/DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes; 16  
Maximum I/O Ports: 6  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: April 1980  
Number Installed to Date: 400

### CENTURION COMPUTER CORP.

CENTURION 6400  
Word Length: 8 bit  
Languages Supported: Basic; CPL;  
Adart; JCL  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bisynchronous,  
2780/3780  
Price: \$39,500  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Date First Installed: October 1979  
Number Installed to Date: 300  
(See Vendor Profile Page V-6)

### CENTURION COMPUTER CORP.

CENTURION 6500  
Word Length: 8 bit  
Languages Supported: Basic; CPL;  
Adart; JCL  
Minimum Memory: 64K bytes

Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$36,700  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Date First Installed: October 1979  
Number Installed to Date: 50 - 100

### CENTURION COMPUTER CORP.

MICRO PLUS SERIES  
Word Length: 8 bit  
Operating System: CP/M  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Bisynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: 1982  
Number Installed to Date: 600

### CENTURION COMPUTER CORP.

SERIES 5200  
Word Length: 8 bit  
Operating System: CPL  
Languages Supported: CPL  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Bisynchronous  
Price: \$21,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: May 1982  
Number Installed to Date: 60

### CENTURION COMPUTER CORP.

SERIES 5300  
Word Length: 8 bit  
Operating System: CPL  
Languages Supported: CPL  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Bisynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: May 1982  
Number Installed to Date: 500 -  
1,000

### CENTURY COMPUTER CORP.

CC200  
Word Length: 8 bit  
Operating System: COS  
Languages Supported: Cobol;  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:

# Small Business Systems

Asynchronous, Bisynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$220  
Date First Installed: March 1975  
Number Installed to Date: 4,200  
(See Vendor Profile Page V-6)

**CENTURY COMPUTER CORP.**  
VANGUARD 8000  
Plug Compatibility: IBM 3270  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
CP/M 86; MS-DOS  
Languages Supported: Cobol;  
Basic; Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,295  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM, Third-Party  
Maintenance: Remote Diagnostics,  
Third-Party, Dealers  
Monthly Maintenance: \$60  
Date First Installed: October 1982  
Number Installed to Date: 10 - 50

**CHARTER INFORMATION CORP.**  
CHARTER INFORMATION SYSTEM  
4  
Word Length: 8 bit  
Operating System: TURBO/DOS  
Languages Supported: Cobol;  
Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 1.7M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Monthly Maintenance: \$100  
Date First Installed: September  
1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-6)

**CIE SYSTEMS, INC.**  
880/20  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 3  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site, Third-Party

Date First Installed: January 1983  
(See Vendor Profile Page V-6)

**CIE SYSTEMS, INC.**  
880/30  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$11,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1983

**CIE SYSTEMS, INC.**  
880/35  
Word Length: 16/32 bit  
Operating System: Regulus;  
RM/COS; Unix  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 512K bytes  
Maximum Memory: 768K bytes  
Multiple Users: Yes; 8  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$24,000  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: August 1983

**CIE SYSTEMS, INC.**  
880/40  
Word Length: 16/32 bit  
Operating System: Regulus; Unix;  
RM/COS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$27,000  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: January 1982

**COLONIAL DATA SERVICES CORP.**  
8800  
Word Length: 8 bit  
Operating System: CP/M; TURBO/  
DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; APL; PL/1  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$2,495  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Third-Party, Indeserve

Date First Installed: May 1981  
(See Vendor Profile Page V-7)

**COLONIAL DATA SERVICES CORP.**  
8880/4  
Word Length: 8 bit  
Operating System: TURBO/DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1  
Minimum Memory: 64K bytes  
Maximum Memory: 320K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$4,400  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Third-Party,  
Indeserve  
Date First Installed: October 1982  
Number Installed to Date: 500

**COLUMBIA DATA PRODUCTS, INC.**  
1600-4  
Plug Compatibility: IBM PC  
Word Length: 8 bit  
Operating System: MP/M 86  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$4,770  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, Bell &  
Howell  
Date First Installed: 1982

**COMPUPRO**  
816/A  
Word Length: 8/16  
Operating System: CP/M; MP/M  
Languages Supported: Cobol;  
Basic; PL/1  
Minimum Memory: 128K bytes  
Maximum Memory: 1.8M bytes  
Multiple Users: No  
Communications Protocols:  
SDLC/SNA  
Price: \$5,495  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: April 1982  
(See Vendor Profile Page V-7)

**COMPUPRO**  
816/B  
Word Length: 16 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1;  
Assembler  
Minimum Memory: 256K bytes  
Multiple Users: No  
Communications Protocols:  
SDLC/SNA  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPUPRO**  
816/C  
Word Length: 8/16  
Operating System: CP/M; MP/M

Languages Supported: Cobol;  
Fortran; Basic; Pascal; PL/1;  
Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
SDLC/SNA  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site

**COMPUPRO**  
816/D  
Word Length: 16 bit  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
SDLC/SNA  
Price: \$13,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPUPRO**  
816/E  
Word Length: 16 bit  
Operating System: CPM 86K  
Languages Supported: C  
Minimum Memory: 512K bytes  
Maximum Memory: 2.4M bytes  
Multiple Users: No  
Maximum I/O Ports: 6  
Communications Protocols:  
SDLC/SNA  
Price: \$8,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: 1982

**COMPUPRO**  
816/F  
Word Length: 16 bit  
Operating System: CP/M 86; MP/M  
86  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
SDLC/SNA  
Price: \$14,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1984

**COMPUPRO**  
816/G  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: OEM

## Small Business Systems

Maintenance: On-Site, Third-Party  
Date First Installed: 1983

### COMPUPRO

**COMPUPRO 10**  
Word Length: 8/16 bit  
Operating System: MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
SDLC/SNA  
Price: \$5,995  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: 1983

### COMPUTER AUTOMATION, INC.

**OMNIX 186**  
Word Length: 16 bit  
Operating System: MP/M 86  
Languages Supported: Cobol;  
Basic; C  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous, X.25  
Price: \$8,000  
Distribution: End User, OEM  
Maintenance: Return to  
Manufacturing Facility  
Date First Installed: 1983  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-7)

### COMPUTER SHOP

**BEACON**  
Word Length: 64 bit  
Operating System: MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$8,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$30  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-8)

### COMPUTER SHOP

**STARLITE SERIES**  
Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics, Return to

Manufacturing Facility, Third-Party  
Monthly Maintenance: \$35  
Date First Installed: November 1982  
Number Installed to Date: 500 -  
1,000

### COMPUTEONE SYSTEMS, INC.

**CONTROL CENTER 3**  
Word Length: 16 bit  
Operating System: CS-DOS; MS-DOS  
Languages Supported: Hibel  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols: None  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: August 1983  
Number Installed to Date: 300  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-8)

### COMPUTEONE SYSTEMS, INC.

**CONTROL CENTER 3/MP**  
Word Length: 16 bit  
Operating System: CS-DOS  
Languages Supported: Hibel  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols: None  
Price: \$19,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: December 1983

### DATA GENERAL CORP.

**CS100**  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus  
Minimum Memory: 128K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous, X.25  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Monthly Maintenance: \$150  
Date First Installed: May 1982  
(See Vendor Profile Page V-9)

### DATA GENERAL CORP.

**CS120C**  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Basic

### DATA GENERAL CORP.

**CS200A**  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

Communications Protocols:  
Asynchronous, Bisynchronous, X.25,  
Hasp  
Price: \$13,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Monthly Maintenance: \$250  
Date First Installed: May 1982

### DATA GENERAL CORP.

**CS200B**  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous, X.25,  
Hasp  
Price: \$28,000  
Vendor Sales Terms: Purchase,  
Lease

Distribution: End User  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility

Monthly Maintenance: \$325  
Date First Installed: May 1982

### DATA GENERAL CORP.

**CS200C**  
Word Length: 16 bit  
Operating System: RDOS; AOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus  
Minimum Memory: 256K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA, X.25, Hasp  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility  
Date First Installed: February 1983

### DATAMEDIA CORP.

**DATAMEDIA 932 SYSTEM FAMILY**  
Word Length: 16/32 bit  
Operating System: Pick  
Languages Supported: Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 2.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 19  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party, RCA  
Date First Installed: September  
1982  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-10)

### DATAPoint CORP.

**1560**  
Word Length: 8 bit  
Operating System: DOS; CP/M  
Languages Supported: Fortran;  
Basic Plus; Databus  
Minimum Memory: 64K bytes

Maximum Memory: 128K bytes  
Multiple Users: Yes; 3  
Communications Protocols:  
Asynchronous, ADCP/HDL,  
SDLC/SNA  
Price: \$5,750  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User, OEM  
Maintenance: On-Site  
Date First Installed: October 1982

### DIGITAL EQUIPMENT CORP.

**DECIMATE II**  
Word Length: 8 bit  
Operating System: CP/M; COS-310  
Languages Supported: Dibel  
Minimum Memory: 96K bytes  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: January 1983  
(See Vendor Profile Page V-11)

### DIGITAL EQUIPMENT CORP.

**DDP-11/23+**  
Word Length: 16 bit  
Operating System: RSX-11M; RSX-  
11M-PLUS; RSTS/E; DSM-11  
Languages Supported: Cobol;  
Fortran; Basic Plus; Basic Plus 2;  
Coral; C; Dibel  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$21,000  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics  
Monthly Maintenance: \$245

### DIGITAL EQUIPMENT CORP.

**DDP-11/24**  
Word Length: 16 bit  
Operating System: RT-11; RSTS/E;  
RSX-11M; DSM-11  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal; APL; Coral; C; Dibel  
Minimum Memory: 128K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$32,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics  
Monthly Maintenance: \$430

### DISPLAY DATA CORP.

**5300**  
Word Length: 8 bit  
Operating System: Insight  
Languages Supported: Insight  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 24  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$40,000  
Vendor Sales Terms: Purchase  
Distribution: End User

## Small Business Systems

**Maintenance:** On-Site  
**Date First Installed:** December 1983  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-12)*

### D&N MICRO PRODUCTS, INC.

**D&N MICRO 65**  
**Plug Compatibility:** OSI  
**Word Length:** 8 bit  
**Operating System:** DOS/65  
**Languages Supported:** Basic; Assembly  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 200K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 7  
**Communications Protocols:** Asynchronous  
**Price:** \$2,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site, Third-Party  
**Date First Installed:** June 1982  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-12)*

### D&N MICRO PRODUCTS, INC.

**D&N MICRO 60**  
**Plug Compatibility:** OSI  
**Word Length:** 8 bit  
**Operating System:** CP/M  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; APL; Forth  
**Minimum Memory:** 48K bytes  
**Maximum Memory:** 750K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 5  
**Communications Protocols:** Asynchronous  
**Price:** \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM, Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** December 1980  
**Number Installed to Date:** 50 - 100

### DURANGO SYSTEMS, INC.

**POPPY**  
**Word Length:** 16 bit  
**Operating System:** MS-DOS;  
**Concurrent CP/M;** MDOS/5  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; PL/I; C  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 640K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 9  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$4,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, Third-Party  
**Maintenance:** Third-Party  
*(See Vendor Profile Page V-12)*

### DURANGO SYSTEMS, INC.

**POPPY II**  
**Word Length:** 16 bit  
**Operating System:** Zenix  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 15  
**Communications Protocols:**

Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$9,900  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Third-Party, DOW Jones

### DYNABYTE

**6000T**  
**Word Length:** 8 bit  
**Operating System:** MP/M; CP/M; Oasis-8  
**Languages Supported:** Cobol; Basic; Pascal; PL/I  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$8,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Date First Installed:** October 1983  
**Number Installed to Date:** 10 - 50  
*(See Vendor Profile Page V-13)*

### DYNABYTE

**MONARCH 6000**  
**Word Length:** 8 bit  
**Operating System:** MP/M; CP/M; Oasis-8  
**Languages Supported:** Cobol; Basic; Pascal; PL/I  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous  
**Price:** \$5,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility, Third-Party  
**Date First Installed:** October 1983

### DYNABYTE

**MONARCH 6600**  
**Word Length:** 8/16 bit  
**Operating System:** CP/M; MP/M; Oasis-8; SMCT/OS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 19  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$9,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility, Third-Party, OEM  
**Date First Installed:** September 1982  
**Number Installed to Date:** 500 - 1,000

### DYNABYTE

**MONARCH 6900**  
**Plug Compatibility:** Basic 4; Micro 5  
**Word Length:** 8/16 bit  
**Operating System:** CP/M; MP/M; SMCT/OS; Oasis-8  
**Languages Supported:** Cobol;

Fortran; Basic; Pascal; PL/I  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 19  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$5,995  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Maintenance:** On-Site, Remote Diagnostics, Return to Manufacturing Facility  
**Date First Installed:** September 1982  
**Number Installed to Date:** 500 - 1,000

### EPSON AMERICA, INC.

**QX-10**  
**Word Length:** 8 bit  
**Operating System:** Vidos; CP/M; MS-DOS  
**Languages Supported:** Cobol; Fortran; Basic; Pascal; C  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 768K bytes  
**Maximum I/O Ports:** 3  
**Communications Protocols:** Asynchronous  
**Price:** \$2,495  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Return to Manufacturing Facility  
**Date First Installed:** February 1983  
*(See Vendor Profile Page V-14)*

### FOUR-PHASE SYSTEMS, INC.

**2000 SERIES SYSTEM 220**  
**Word Length:** 8 bit  
**Operating System:** ISOS  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 192K bytes  
**Maximum Memory:** 384K bytes  
**Multiple Users:** Yes; 4  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA, 2780, 3780, 3270  
**Price:** \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-14)*

### FOUR-PHASE SYSTEMS, INC.

**2000 SERIES SYSTEM 240**  
**Word Length:** 8/16 bit  
**Operating System:** ISOS  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 192K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$13,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** June 1983

### FOUR-PHASE SYSTEMS, INC.

**2000 SERIES SYSTEM 260**  
**Word Length:** 8/16 bit

**Operating System:** ISOS  
**Languages Supported:** Cobol; Basic  
**Minimum Memory:** 512K bytes  
**Maximum Memory:** 1.8M bytes  
**Multiple Users:** Yes; 8  
**Communications Protocols:** Asynchronous, Bisynchronous, SDC/SNA  
**Price:** \$20,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Date First Installed:** June 1983

### FRANKLIN COMPUTER CORP.

**ACE 1200 OMS**  
**Word Length:** 8 bit  
**Operating System:** CP/M; DOS  
**Languages Supported:** Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** No  
**Maximum I/O Ports:** 8  
**Communications Protocols:** Asynchronous  
**Price:** \$2,295  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-15)*

### GENERAL AUTOMATION

**ZEBRA 700**  
**Word Length:** 32 bit  
**Operating System:** Xenix  
**Languages Supported:** C; Cbasic; RM Cobol  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 6  
**Communications Protocols:** Bisynchronous, 2780, 3780, 3270  
**Price:** \$11,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** March 1984  
**Number Installed to Date:** 500 - 1,000  
*(See Vendor Profile Page V-15)*

### GENERAL AUTOMATION

**ZEBRA 750**  
**Word Length:** 32 bit  
**Operating System:** Pick  
**Languages Supported:** Basic  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:** Bisynchronous, 2780, 3780, 3270  
**Price:** \$9,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** On-Site  
**Date First Installed:** March 1984  
**Number Installed to Date:** 500 - 1,000

### GENERAL AUTOMATION

**ZEBRA 2500**  
**Word Length:** 32 bit  
**Operating System:** Xenix  
**Languages Supported:** Basic  
**Minimum Memory:** 256K bytes

## Small Business Systems

Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols:  
Bisynchronous, 2780, 3780, 3270,  
Asynchronous  
Price: \$21,425  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1983  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

ZEBRA 3000  
Word Length: 32 bit  
Operating System: Xenix  
Languages Supported: C, Cbasic;  
RIM Cobol  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$28,900  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1984  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

ZEBRA 3500  
Word Length: 32 bit  
Operating System: Pick  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 26  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$28,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: February 1984  
Number Installed to Date: 500 -  
1,000

### GENERAL AUTOMATION

ZEBRA 5500  
Word Length: 32 bit  
Operating System: Pick  
Languages Supported: Basic  
Minimum Memory: 1M bytes  
Maximum Memory: 1.5M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, 2780, 3780, 3270  
Price: \$55,300  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site  
Date First Installed: June 1983  
Number Installed to Date: 500 -  
1,000

### GENERAL ROBOTICS CORP.

GEMINI SERIES  
Plug Compatibility: DEC PDP-11  
Word Length: 16 bit  
Operating System: RSX-11; RT-11;  
RSTS/E; Unix  
Languages Supported: Cobol;  
Fortran; Basic; APL; Dilog

Minimum Memory: 64K bytes  
Maximum Memory: 4.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$9,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Monthly Maintenance: \$150  
Date First Installed: 1976  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-15)

### GENERAL ROBOTICS CORP.

HERCULES  
Plug Compatibility: DEC LSI Series  
Word Length: 16 bit  
Minimum Memory: 1M bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes; 64  
Communications Protocols:  
Asynchronous, Synchronous  
Price: \$12,000  
Vendor Sales Terms: Purchase  
Maintenance: Third-Party  
Monthly Maintenance: \$150  
Date First Installed: July 1983  
Number Installed to Date: 50 - 100

### GENERAL ROBOTICS CORP.

SCORPIO  
Plug Compatibility: DEC PDP-11  
Word Length: 16 bit  
Operating System: RSX-11; RT-11;  
RSTS/E; Unix  
Languages Supported: Cobol;  
Fortran; Basic; APL; Dilog  
Minimum Memory: 64K bytes  
Maximum Memory: 4.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$5,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Third-Party  
Monthly Maintenance: \$90  
Date First Installed: 1981  
Number Installed to Date: 100 - 500

### HEWLETT-PACKARD CO.

HP 125 SERIES  
Word Length: Dual 8 bit  
Operating System: CP/M  
Languages Supported: Basic;  
Pascal; Algol; Lisp  
Minimum Memory: 64K bytes  
Maximum Memory: 64K bytes  
Multiple Users: No  
Communications Protocols:  
Asynchronous  
Price: \$3,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$100  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

### HEWLETT-PACKARD CO.

HP 250  
Word Length: 16 bit  
Operating System: OS/250  
Languages Supported: Basic  
Minimum Memory: 64K bytes

Maximum Memory: 896K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$80  
Date First Installed: 1978

### HONEYWELL INFORMATION SYSTEMS, INC.

5/32  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG;  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Asynchronous  
Price: \$26,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

### HONEYWELL INFORMATION SYSTEMS, INC.

8/34  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG;  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Bisynchronous,  
ADCCP/HDLC, SDLC/SNA,  
LHDLG/RNPG  
Price: \$30,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: 1981

### HONEYWELL INFORMATION SYSTEMS, INC.

DPS 8/31  
Word Length: 16 bit  
Operating System: GCOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG;  
Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$19,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$175

Date First Installed: March 1982

### IBM

SYSTEM/23 DATAMASTER  
Word Length: 8 bit  
Languages Supported: Basic  
Minimum Memory: 64K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$10,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$50  
Date First Installed: September 1981  
(See Vendor Profile Page V-17)

### IBM

SYSTEM/34  
Word Length: 8 bit  
Operating System: SSP  
Languages Supported: Cobol;  
Fortran; Basic; RPG  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Bisynchronous, SDLC/SNA  
Price: \$20,000  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: December 1977  
Number Installed to Date: 50,000 -  
100,000

### IBM

SYSTEM/36  
Word Length: 16 bit  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembler  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Bisynchronous, SDLC/SNA  
Price: \$40,000  
Vendor Sales Terms: Purchase,  
Rental, Lease  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: July 1983

### ICL

DRS20 (SERIES)  
Specific Application: Distributed  
Processing  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 160K bytes  
Maximum Memory: 7.0M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous, Bisynchronous,  
ADCCP/HDLC, SDLC/SNA, X.25,  
3270, 2780, 3780  
Price: \$7,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site

## Small Business Systems

Monthly Maintenance: \$120  
Date First Installed: March 1982  
Number Installed to Date: 5,000 - 10,000  
(See Vendor Profile Page V-17)

### ICL

**SYSTEM 25**  
Word Length: 40 Bit  
Operating System: DMF3  
Languages Supported: Cobol; Assembler  
Minimum Memory: 80K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols: Asynchronous, Biscynchronous, ADCCP/HDLC, SDLC/SNA, X.25, ICL C03  
Price: \$35,000  
Vendor Sales Terms: Purchase, Rental, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote Diagnostics, Third-Party  
Monthly Maintenance: \$600  
Number Installed to Date: 1,000 - 5,000

### INDEPENDENT BUSINESS SYSTEMS, INC.

**ULTRAFRAME**  
Word Length: 8/16 bit  
Operating System: IBS-PNET; TURBO/DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; C  
Minimum Memory: 64K bytes  
Maximum Memory: 2.1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 18  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$7,500  
Vendor Sales Terms: Purchase, Lease  
Distribution: OEM  
Maintenance: On-Site, Third-Party  
Number Installed to Date: 350  
(See Vendor Profile Page V-17)

### INDUSTRIAL COMPUTER

**DESIGN, INC.**  
**VANTAGE POINT COMPUTER**  
Word Length: 3 bit  
Operating System: CP/M; MP/M; TURBO/DOS  
Languages Supported: Basic; Pascal; Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 6  
Communications Protocols: Asynchronous, X.25  
Price: \$6,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility  
Date First Installed: June 1984  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-17)

### INTERTEC

**HEADSTART**  
Word Length: 8/16 bit

Operating System: CP/M; LAN DOS; MS/DOS  
Languages Supported: Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$5,990  
Distribution: Third-Party  
Maintenance: Remote Diagnostics, Return to Manufacturing Facility, Third-Party, Bunker Ramo  
Date First Installed: 1984  
(See Vendor Profile Page V-19)

### LOGICAL BUSINESS MACHINES

**L-Xt**  
Plug Compatibility: IBM PC-Xt  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Basic  
Minimum Memory: 192K bytes  
Maximum Memory: 512K bytes  
Multiple Users: No  
Maximum I/O Ports: 3  
Communications Protocols: SDLC/SNA  
Price: \$5,900  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-20)

### MDS GANTEL

**SYSTEM 20**  
Word Length: 16 bit  
Operating System: Best  
Languages Supported: Cobol; Basic  
Minimum Memory: 96K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$23,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$200  
Date First Installed: November 1981  
Number Installed to Date: 600  
(See Vendor Profile Page V-20)

### MDS GANTEL

**SYSTEM 40**  
Word Length: 32 bit  
Operating System: Best  
Languages Supported: Cobol; Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$55,000  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Monthly Maintenance: \$500  
Date First Installed: September 1982  
Number Installed to Date: 300

### MICRODATA CORP.

**4000 SERIES**  
Word Length: 8 bit  
Languages Supported: Basic; Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols: Asynchronous, Synchronous  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: December 1973  
Number Installed to Date: 800  
(See Vendor Profile Page V-21)

### MICROMATION, INC.

**MI SYSTEM**  
Word Length: 8/16 bit  
Operating System: CP/M; M/NET; CP/M 86; TURBO/DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; RPG; APL; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$11,500  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TRW  
Date First Installed: June 1980  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-21)

### MICROMATION, INC.

**MARINER**  
Word Length: 8/16 bit  
Operating System: CP/M; MP/M; CP/M 86; TURBO/DOS  
Languages Supported: Cobol; Fortran; Basic; Pascal; RPG; APL; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$11,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TRW  
Date First Installed: August 1981  
Number Installed to Date: 1,000 - 5,000

### MICROMATION, INC.

**MI SYSTEM**  
Word Length: 8 bit  
Operating System: CP/M; MP/M; M/NET  
Languages Supported: Cobol; Fortran; Basic; Pascal; RPG; APL; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols: Asynchronous, Biscynchronous

Price: \$6,990

Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: Third-Party, TRW  
Date First Installed: March 1983  
Number Installed to Date: 500 - 1,000

### NCR CORP.

**I-TOWER**  
Word Length: 16 bit  
Operating System: RM/COS  
Languages Supported: Cobol  
Minimum Memory: 512K bytes  
Maximum Memory: 2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$24,245  
Vendor Sales Terms: Purchase, Lease  
Distribution: End User  
Maintenance: On-Site, Remote Diagnostics  
Date First Installed: December 1983  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-23)

### NCR CORP.

**I-9020**  
Word Length: 16 bit  
Operating System: IMOS V; RM/COS  
Languages Supported: Cobol  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$26,200  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: March 1981  
Number Installed to Date: 5,000

### NEC INFORMATION SYSTEMS

**ASTRA 210**  
Word Length: 16 bit  
Operating System: ITOS  
Languages Supported: Cobol; Fortran; Basic; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 384K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 10  
Communications Protocols: Asynchronous, Biscynchronous  
Price: \$11,800  
Vendor Sales Terms: Purchase, Lease  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Monthly Maintenance: \$120  
Date First Installed: June 1979  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-24)

### NEC INFORMATION SYSTEMS

**ASTRA 230**  
Word Length: 16 bit  
Operating System: IDOS  
Languages Supported: Cobol; Fortran; Basic; Assembler  
Minimum Memory: 256K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes

# Small Business Systems

Maximum I/O Ports: 16  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
 Price: \$13,500  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$140  
**Date First Installed:** June 1979

## NEC INFORMATION SYSTEMS

**ASTRA 250**  
 Word Length: 16 bit  
**Operating System:** ITOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Assembler  
**Minimum Memory:** 384K bytes  
**Maximum Memory:** 768K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 20  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
 Price: \$21,900  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** Third-Party  
**Maintenance:** On-Site, Third-Party  
**Monthly Maintenance:** \$220  
**Date First Installed:** June 1979  
**Number Installed to Date:** 100 - 500

## NEC INFORMATION SYSTEMS

**ASTRA 270**  
 Word Length: 16 bit  
**Operating System:** ITOS  
**Languages Supported:** Cobol;  
 Fortran; Basic; Assembler  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 29  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
 Price: \$27,000  
**Vendor Sales Terms:** Purchase,  
 Lease  
**Distribution:** Third-Party  
**Monthly Maintenance:** \$275  
**Date First Installed:** November 1981

## NIXDORF COMPUTER CORP.

**8845**  
 Word Length: 16 bit  
**Operating System:** NIOS  
**Languages Supported:** Editor  
**Minimum Memory:** 128K bytes  
**Maximum Memory:** 128K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Bisynchronous  
 Price: \$30,000  
**Vendor Sales Terms:** Purchase,  
 Rental  
**Distribution:** End User  
**Maintenance:** On-Site  
**Date First Installed:** February 1982  
 (See Vendor Profile Page V-24)

## NORTHSTAR COMPUTERS, INC.

**ADVANTAGE 8/16**  
 Word Length: 8/16 bit  
**Operating System:** TBS; MS-DOS;  
 CP/M  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 256K bytes  
**Maximum I/O Ports:** 7

**Communications Protocols:**  
 Asynchronous, Bisynchronous  
 Price: \$3,000  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$28  
**Date First Installed:** 1981  
**Number Installed to Date:** 10,000 -  
 50,000  
 (See Vendor Profile Page V-24)

## NORTHSTAR COMPUTERS, INC.

**HORIZON 8116 TURBO DOS**  
 Word Length: 8/16 bit  
**Operating System:** TSSC; DOS;  
 TSS/A; CP/M  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 32  
**Communications Protocols:**  
 Asynchronous, Bisynchronous  
 Price: \$3,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$32  
**Date First Installed:** September  
 1983  
**Number Installed to Date:** 10,000 -  
 50,000

## NORTHSTAR COMPUTERS, INC.

**NORTHSTAR DIMENSION**  
 Word Length: 16 bit  
**Operating System:** MS-DOS  
**Languages Supported:** Cobol;  
 Fortran; Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 512K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Bisynchronous,  
 SDC/SNA  
 Price: \$7,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party  
**Monthly Maintenance:** \$37

## OCTAGON COMPUTER SYSTEMS, INC.

**OCTAGON 8/16**  
 Word Length: 8/16 bit  
**Operating System:** Unix; CP/M 86;  
 MS-DOS; Concurrent CP/M  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; C; Mbasic;  
 Basic  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 10M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Bisynchronous, SDC/SNA, X.25  
 Price: \$7,350  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party  
**Date First Installed:** July 1983  
 (See Vendor Profile Page V-25)

## OSM COMPUTER CORP.

**ZEUS 3X**  
 Word Length: 8 bit  
**Operating System:** CP/M; Muse;  
 MP/M

**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2.1M bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 66  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
 Price: \$10,800  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User, OEM, Third-  
 Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party,  
 RCA  
**Date First Installed:** August 1982  
**Number Installed to Date:** 100 - 500  
 (See Vendor Profile Page V-25)

## OSM COMPUTER CORP.

**ZEUS 3X/16**  
 Word Length: 8/16 bit  
**Operating System:** CP/M; Muse;  
 MP/M  
**Languages Supported:** Basic  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 2.1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User, OEM, Third-  
 Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party,  
 RCA  
**Date First Installed:** February 1983

## OSM COMPUTER CORP.

**ZEUS 4**  
 Word Length: 8 bit  
**Operating System:** CP/M; MP/M;  
 Muse  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** Yes  
**Maximum I/O Ports:** 10  
**Communications Protocols:**  
 Bisynchronous  
 Price: \$4,900  
**Vendor Sales Terms:** Purchase  
**Distribution:** OEM, Third-Party, RCA  
**Maintenance:** Third-Party, RCA  
**Monthly Maintenance:** \$70  
**Number Installed to Date:** 1,000 -  
 5,000

## OSM COMPUTER CORP.

**ZEUS 4/16**  
 Word Length: 4/16  
**Operating System:** Muse  
**Languages Supported:** Cobol;  
 Fortran; Basic; Pascal; PL/1  
**Minimum Memory:** 64K bytes  
**Maximum Memory:** 320K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, Synchronous DTR  
**Vendor Sales Terms:** Purchase,  
 Rental, Lease  
**Distribution:** End User, OEM, Third-  
 Party  
**Maintenance:** On-Site, Return to  
 Manufacturing Facility, Third-Party,  
 RCA

**Date First Installed:** February 1983

## PERTEC COMPUTER CORP.

**SABRE**  
 Word Length: 32 bit  
**Operating System:** Pick  
**Languages Supported:** Cobol;  
 Basic; APL; SMC  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes; 17  
**Communications Protocols:**  
 Asynchronous  
 Price: \$15,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** June 1983  
**Number Installed to Date:** 10 - 50  
 (See Vendor Profile Page V-26)

## PERTEC COMPUTER CORP.

**SYSTEM 3200**  
 Word Length: 32 bit  
**Operating System:** OS-3200; Unix  
**Languages Supported:** Cobol;  
 Basic; APL; SMC  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 2M bytes  
**Multiple Users:** Yes; 32  
**Communications Protocols:**  
 Asynchronous  
 Price: \$5,000  
**Vendor Sales Terms:** Purchase  
**Distribution:** Third-Party  
**Maintenance:** Third-Party, RCA  
**Date First Installed:** October 1983  
**Number Installed to Date:** 50 - 100

## PLESSEY PERIPHERAL SYSTEMS, INC.

**6200**  
 Word Length: 16 bit  
**Operating System:** RSX-11M;  
 RSTS/E; Mumps; RT-11/TSX +  
**Languages Supported:** Cobol;  
 Fortran; Basic; Basic Plus; RPG; APL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 1M bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, BDL,  
 Bisynchronous, SDC/SNA,  
 Synchronous  
 Price: \$8,300  
**Vendor Sales Terms:** Purchase  
**Distribution:** End User, OEM  
**Maintenance:** On-Site  
**Monthly Maintenance:** \$150  
**Date First Installed:** April 1982  
**Number Installed to Date:** 1,000 -  
 5,000  
 (See Vendor Profile Page V-27)

## PLESSEY PERIPHERAL SYSTEMS, INC.

**6400**  
 Word Length: 16 bit  
**Operating System:** RSX-11M;  
 RSTS/E; Mumps; RT-11/TSX +  
**Languages Supported:** Cobol;  
 Fortran; Basic; Basic Plus; RPG; APL  
**Minimum Memory:** 256K bytes  
**Maximum Memory:** 256K bytes  
**Multiple Users:** Yes  
**Communications Protocols:**  
 Asynchronous, BDL,  
 Bisynchronous, SDC/SNA,  
 Synchronous

# Small Business Systems

Price: \$11,400  
Maintenance: On-Site  
Number Installed to Date: 1,000 - 5,000

## FLESSEY PERIPHERAL SYSTEMS, INC.

6600/6700  
Word Length: 16 bit  
Operating System: RSX-11M;  
RSTS/E; Mumps; RT-11/TSX +  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; RPG; APL  
Minimum Memory: 256K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, BDLC,  
Bisynchronous, SDLC/SNA,  
Synchronous  
Price: \$17,250  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site  
Monthly Maintenance: \$190

## Q1 CORP.

Q1-48000  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 2.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 20  
Communications Protocols:  
Asynchronous  
Price: \$13,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1982  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-28)

## Q1 CORP.

Q1-48000 DESKTOP  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: C Basic  
Minimum Memory: 256K bytes  
Maximum Memory: 2.2M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$7,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: May 1982  
Number Installed to Date: 50 - 100

## Q1 CORP.

Q1/LITE  
Word Length: 8 bit  
Operating System: Q1; CP/M  
Languages Supported: PL/1  
Minimum Memory: 16K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 4  
Communications Protocols:  
Asynchronous  
Price: \$10,000

Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: February 1977  
Number Installed to Date: 500 - 1,000

## Q1 CORP.

Q1/MICROLITE  
Word Length: 8 bit  
Operating System: Q1; CP/M  
Languages Supported: PL/1  
Minimum Memory: 16K bytes  
Maximum Memory: 64K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous  
Price: \$5,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: January 1977  
Number Installed to Date: 500 - 1,000

## RAIR COMPUTER CORP.

RAIR BUSINESS COMPUTER  
Word Length: 16 bit  
Operating System: MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Basic  
Plus 2; Pascal; APL; C  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes; 4  
Maximum I/O Ports: 6  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA, X.25  
Price: \$8,000  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: February 1982  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-28)

## RAYTHEON CO.

RDS SIGNATURE 8200  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; Assembler  
Maximum Memory: 512K bytes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$9,050  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-30)

## RETAIL SOLUTIONS, INC.

THE RETAILER  
Word Length: 16 bit  
Operating System: PC/MOS  
Languages Supported: Basic;  
Comply-Basic  
Minimum Memory: 192K bytes

Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Price: \$14,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: Remote Diagnostics,  
Dealer  
Date First Installed: January 1983  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-30)

## SINGER DATA PRODUCTS

9121  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C Basic  
Minimum Memory: 12K bytes  
Maximum Memory: 896K bytes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$3,495  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: May 1982  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-32)

## SINGER DATA PRODUCTS

9231  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C Basic  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$6,000  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: May 1982  
Number Installed to Date: 10,000 - 50,000

## SINGER DATA PRODUCTS

9241  
Word Length: 16 bit  
Operating System: CP/M 86; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; C Basic  
Minimum Memory: 128K bytes  
Maximum Memory: 896K bytes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$4,500  
Vendor Sales Terms: Purchase  
Distribution: Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility, Third-Party  
Date First Installed: November 1982

## SMOKE SIGNAL

BROADCASTING  
V-W20T20  
Word Length: 16 bit  
Operating System: OS9; Mumps;  
SDOS  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,352

Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100 - 500  
(See Vendor Profile Page V-32)

## SMOKE SIGNAL

BROADCASTING  
V-SXW20  
Word Length: 16 bit  
Operating System: OS9; Mumps;  
SDOS  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100 - 500

## SMOKE SIGNAL

BROADCASTING  
V-SXW20  
Word Length: 16 bit  
Operating System: OS9; SDOS;  
Mumps  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100 - 500

## SMOKE SIGNAL

BROADCASTING  
V-SXW5  
Word Length: 16 bit  
Operating System: OS9; SDOS;  
Mumps  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100 - 500

## SMOKE SIGNAL

BROADCASTING  
V-SXW20T20  
Word Length: 16 bit  
Operating System: OS9; Mumps;  
SDOS  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,352

## Small Business Systems

Distribution: Third-Party  
Maintenance: Third-Party  
Number Installed to Date: 100 - 500

### SMOKE SIGNAL BROADCASTING

V-524  
Word Length: 16 bit  
Operating System: OS/9; Mumps;  
SDOS  
Languages Supported: Cobol;  
Basic; Pascal; Mumps  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$4,325  
Distribution: Third-Party  
Number Installed to Date: 100 - 500

### SOLVATION, INC.

SOLVATION 7000  
Word Length: 16 bit  
Operating System: MP/M  
Languages Supported: Cobol; PL/1  
Minimum Memory: 256K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$15,000  
Vendor Sales Terms: Purchase  
Distribution: End User, OEM  
Maintenance: On-Site, Remote  
Diagnostics  
Date First Installed: 1983  
Number Installed to Date: 50  
(See Vendor Profile Page V-32)

### SOUTHERN COMPUTER SYSTEMS, INC.

SCS-9000  
Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS;  
MP/M; TURBO/DOS  
Languages Supported: Cobol;  
Fortran; Basic; RPG; PL/M; Assembly  
Minimum Memory: 128K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 24  
Communications Protocols:  
Bisynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: April 1980  
Number Installed to Date: 10 - 50  
(See Vendor Profile Page V-32)

### SPERRY CORP.

90/30 SYSTEM  
Word Length: 64 bit  
Operating System: OS/3  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembly  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$52,728  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User

Maintenance: On-Site  
Number Installed to Date: 820  
(See Vendor Profile Page V-32)

### SPERRY CORP.

90/50 SYSTEM  
Word Length: 64 bit  
Operating System: OS/4; VS/9  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembly  
Minimum Memory: 512K bytes  
Maximum Memory: 2.0M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$284,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Monthly Maintenance: \$4,000

### SPERRY CORP.

90/80 SYSTEM  
Word Length: 64 bit  
Operating System: OS/4; VS/9  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembly  
Minimum Memory: 1.0M bytes  
Maximum Memory: 8.0M bytes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$798,250  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site

### SPERRY CORP.

1000/10 SYSTEM  
Operating System: Proprietary  
Languages Supported: Cobol  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous,  
SDLC/SNA  
Price: \$31,404  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site

### SPERRY CORP.

BC7  
Operating System: Proprietary  
Languages Supported: RPG  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$13,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Number Installed to Date: 2,500

### SPERRY CORP.

SYSTEM 80 MODELS 3 & 5  
Operating System: OS3  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembly,  
Escort  
Minimum Memory: 262K bytes  
Maximum Memory: 1.0M bytes  
Multiple Users: Yes

Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$59,281  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1982

### SPERRY CORP.

SYSTEM 80 MODELS 4 & 6  
Operating System: OS/3  
Languages Supported: Cobol;  
Fortran; Basic; RPG; Assembly;  
Escort  
Minimum Memory: 524K bytes  
Maximum Memory: 4.0M bytes  
Communications Protocols:  
Asynchronous, Bisynchronous  
Price: \$86,082  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 48

### TELEVIDEO SYSTEMS, INC.

TS-804  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
Oasis  
Languages Supported: Cobol;  
Fortran; Basic; APL; PL/1; C  
Minimum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous  
Price: \$4,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Third-Party, TRW  
Date First Installed: January 1984  
(See Vendor Profile Page V-34)

### TELEVIDEO SYSTEMS, INC.

TS-806/20  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; APL; PL/1; C  
Minimum Memory: 64K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 9  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$16,995  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility, Third-Party  
Date First Installed: 1981

### TELEVIDEO SYSTEMS, INC.

TS-816/40  
Word Length: 8 bit  
Operating System: CP/M  
Languages Supported: Cobol;  
Fortran; Basic; Basic Plus; Pascal;  
APL; PL/1; C  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 17  
Communications Protocols:  
Asynchronous, SDLC/SNA  
Price: \$16,995  
Vendor Sales Terms: Purchase

Distribution: OEM, Third-Party  
Maintenance: On-Site, Third-Party  
Date First Installed: 1981

### TEXAS INSTRUMENTS, INC.

BUSINESS SYSTEM 200 SERIES  
Word Length: 16 bit  
Operating System: DX10 Micro;  
UCSD P-System  
Languages Supported: Cobol;  
Basic; Pascal  
Minimum Memory: 64K bytes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous, Bisynchronous,  
2780/3780  
Price: \$8,495  
Vendor Sales Terms: Purchase  
Distribution: End User  
Maintenance: On-Site  
Date First Installed: 1982  
(See Vendor Profile Page V-35)

### TEXAS INSTRUMENTS, INC.

BUSINESS SYSTEM 300 SERIES  
Word Length: 16 bit  
Operating System: DX10  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 12  
Communications Protocols:  
Bisynchronous  
Price: \$12,495  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User  
Maintenance: On-Site, Return to  
Manufacturing Facility  
Date First Installed: November 1982

### THE ULTIMATE CORP.

ULTIMATE 750  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Recall  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes; 7  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$20,000  
Vendor Sales Terms: Purchase,  
Rental  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 61  
(See Vendor Profile Page V-35)

### THE ULTIMATE CORP.

ULTIMATE 1000  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Recall  
Minimum Memory: 128K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols:  
Asynchronous  
Price: \$32,000  
Vendor Sales Terms: Purchase,  
Rental

# Small Business Systems

Maintenance: Third-Party  
Date First Installed: January 1982  
Number Installed to Date: 67

## THE ULTIMATE CORP.

**ULTIMATE 2000S**  
Word Length: 16 bit  
Operating System: Pick  
Languages Supported: Basic;  
Rascal  
Minimum Memory: 128K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 32  
Communications Protocols:  
Asynchronous  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: Third-Party  
Maintenance: Third-Party  
Date First Installed: January 1984

## WANG LABORATORIES, INC.

**2200 LVP**  
Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 9  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA, X.25, 2780, 3780, Telex  
Price: \$8,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
(See Vendor Profile Page V-36)

## WANG LABORATORIES, INC.

**2200 LVP**  
Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA, X.25, Mailway  
Price: \$9,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 10,000 -  
50,000

## WANG LABORATORIES, INC.

**2200 MVP**  
Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 32K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 9  
Communications Protocols:  
Asynchronous, SDLC/SNA, X.25,  
2780, 3780, Telex  
Price: \$4,300  
Vendor Sales Terms: Purchase,  
Lease

Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 10,000 -  
50,000

## WANG LABORATORIES, INC.

**2200 MWP**  
Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 64K bytes  
Maximum Memory: 512K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA, 2780, 3780, Telex  
Price: \$6,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1978  
Number Installed to Date: 10,000 -  
50,000

## WANG LABORATORIES, INC.

**2200 SWP**  
Word Length: 8/16 bit  
Operating System: Basic-2  
Languages Supported: Basic-2  
Minimum Memory: 32K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 2  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA, X.25  
Price: \$4,500  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, Third-Party  
Maintenance: On-Site  
Date First Installed: 1977  
Number Installed to Date: 5,000 -  
10,000

## WAVE MATE, INC.

**BULLET**  
Word Length: 8 bit  
Operating System: CP/M; MP/M;  
TURBO/DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG; APL;  
PL/I; Bliss; Coral; C  
Minimum Memory: 128K bytes  
Maximum Memory: 128K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 5  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$1,595  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: March 1982  
(See Vendor Profile Page V-36)

## WAVE MATE, INC.

**SUPER BULLET**  
Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Cobol;  
Fortran; Basic; Pascal; RPG; APL;  
PL/I; Bliss; Coral; C  
Minimum Memory: 256K bytes  
Maximum Memory: 256K bytes  
Multiple Users: Yes

Maximum I/O Ports: 7  
Communications Protocols:  
Asynchronous, Biscynchronous,  
SDLC/SNA, Synchronous  
Price: \$2,595  
Vendor Sales Terms: Purchase  
Distribution: OEM, Third-Party  
Maintenance: On-Site  
Date First Installed: 1984

## WINTER CORP.

**SPRINT 68**  
Word Length: 8 bit  
Operating System: Wizard  
Languages Supported: Fortran;  
Basic; Pascal; C  
Minimum Memory: 32K bytes  
Maximum Memory: 500K bytes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$3,649  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: OEM  
Maintenance: Return to  
Manufacturing Facility  
Number Installed to Date: 50 - 100  
(See Vendor Profile Page V-37)

## XEROX CORP.

**16/8**  
Word Length: 8/16 bit  
Operating System: CP/M; MS-DOS  
Languages Supported: Cobol;  
Fortran; Basic; Pascal  
Minimum Memory: 192K bytes  
Maximum Memory: 320K bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$3,395  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Remote  
Diagnostics, Return to  
Manufacturing Facility, Third-Party  
(See Vendor Profile Page V-37)

## XEROX CORP.

**8010**  
Word Length: 16 bit  
Operating System: MESA  
Minimum Memory: 512K bytes  
Maximum Memory: 768K bytes  
Communications Protocols:  
Asynchronous, Biscynchronous  
Price: \$9,995  
Vendor Sales Terms: Purchase  
Distribution: End User, Third-Party  
Maintenance: On-Site, Return to  
Manufacturing Facility

## ZILOO, INC.

**SYSTEM 8000 MODEL 11**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Pascal; C; Softbot; SMC  
Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Maximum I/O Ports: 16  
Communications Protocols: 2780,  
3780, Asynchronous,  
Biscynchronous, X.25  
Price: \$14,950  
Vendor Sales Terms: Purchase

Distribution: OEM

Maintenance: On-Site  
Date First Installed: July 1981  
(See Vendor Profile Page V-38)

## ZILOO, INC.

**SYSTEM 8000 MODEL 11 PLUS**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Pascal; C; Softbot; SMC  
Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous,  
2780, 3780  
Price: \$18,950  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site

## ZILOO, INC.

**SYSTEM 8000 MODEL 21**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Pascal; C; Softbot; SMC  
Basic  
Minimum Memory: 512K bytes  
Maximum Memory: 4M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous,  
2780, 3780  
Price: \$21,950  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site

## ZILOO, INC.

**SYSTEM 8000 MODEL 31**  
Word Length: 16 bit  
Operating System: Unix  
Languages Supported: Cobol;  
Fortran; Pascal; C; Softbot; SMC  
Basic  
Minimum Memory: 515K bytes  
Maximum Memory: 1M bytes  
Multiple Users: Yes  
Communications Protocols:  
Asynchronous, Biscynchronous, X.25  
Price: \$31,950  
Vendor Sales Terms: Purchase  
Distribution: OEM  
Maintenance: On-Site  
Date First Installed: 1982

## ZOBEX

**S-11**  
Word Length: 8 bit  
Operating System: CP/M; MP/M  
Languages Supported: Basic;  
Pascal  
Minimum Memory: 64K bytes  
Maximum Memory: 400K bytes  
Multiple Users: Yes  
Maximum I/O Ports: 8  
Communications Protocols:  
Asynchronous  
Price: \$4,000  
Vendor Sales Terms: Purchase,  
Lease  
Distribution: End User, OEM, Third-Party  
Maintenance: Return to  
Manufacturing Facility  
(See Vendor Profile Page V-38)

# WE JUST TOPPED THE LONGEST RUNNING LINE OF PRINTERS.

The new 5300 family of printers from Teletype Corporation represents an exceptional value. The entire family combines our traditional reliability with a 200 cps speed that is ideal for business applications. You can choose a keyboard or auxiliary printer, both of which are available in 15-inch tabletop and 9½-inch compact sizes.

From the moment you take a 5300 out of the box and plug it into your system, you'll be amazed at how easy it is to operate. To begin with, you can downline load or simply push a button on the printer's control panel to set options. And just push another button to select an alternate option set for a different system. A 4-character LCD on the control panel provides all of the status indicators you need.

The 5300 is available with a built-in 300/1200 baud modem that saves desk space and makes it possible to perform all dialing and logon functions. So you can access a CPU or timesharing network by simply depressing a key on the detached keyboard.

For printing versatility, the 5300 is hard to beat. It features graphics capabilities as well as emphasized, expanded and compressed printing.

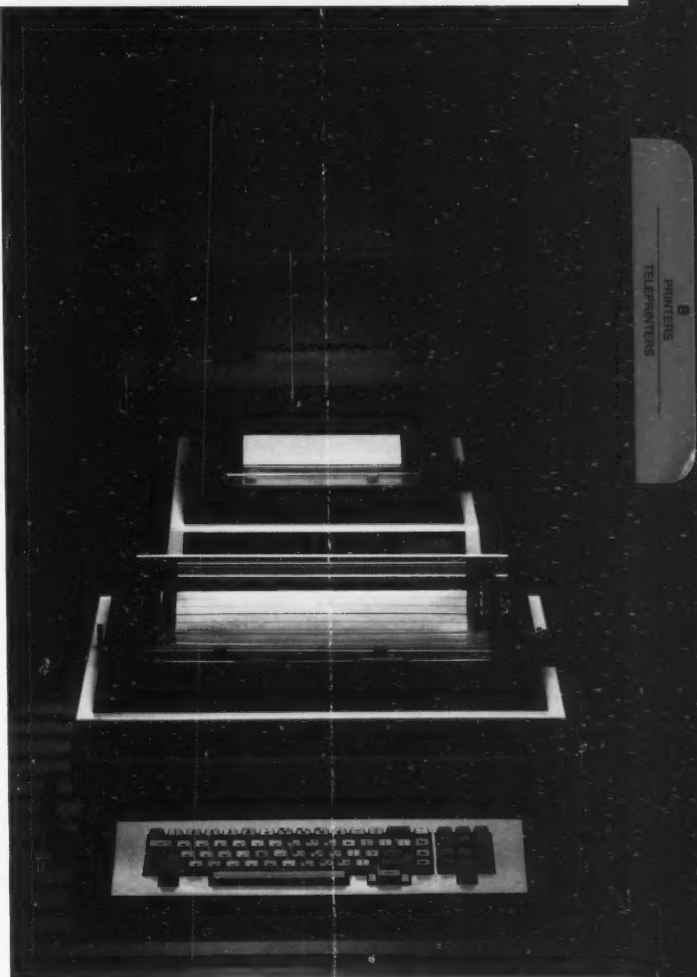
You'll also appreciate the forms handling of the 5300. It is available with adjustable push or pull tractors, a roll paper holder, a supply rack and an accumulator.

Other features that make the 5300 an even better value include an interchangeable platen, acoustic adapter, a carrying case for the 9½-inch model and self-diagnostic capabilities.

So if you'd like a printer that tops what you have now, check out the latest in our long-running line. Write Teletype Corporation, 5555 Touhy Avenue, Dept. 3223-QQ, Skokie, IL 60077. Or call 1-800 323-1229, Extension 721.

**TELETYPE:  
VALUE SETS US APART.**

"Teletype" is a registered trademark and service mark of Teletype Corporation.



**AT&T**  
Teletype Corporation

## WHAT'S BEHIND OUR CONVERSATIONAL TERMINAL MAKES WHAT'S IN FRONT OF IT MORE PRODUCTIVE.

At Teletype Corporation, we just made another intelligent move. We added an integrated modem to the 5410 conversational terminal—making it an even better value.

In addition to saving desk space and being cost-effective, the modem gives the 5410 "built-in" intelligence that greatly improves operator productivity. For example, all the operator has to do is push a single key, and the modem will dial a host computer and perform the logon operation. And the operator can store up to three phone numbers and logon strings in the modem. Automatic answering is another feature of the modem, which is 212A compatible.

The 5410 is also now available with a white, green or amber Phosphor.

No matter which color you choose, your operators will appreciate the crisp, easy-to-read characters. High resolution is maintained even when switching from an 80 to 132 column mode.

Other features that enhance productivity include 8 programmable function keys with matching screen labels; an English option menu; a detachable keyboard that tilts from 5 to 12 degrees and has tactile feedback; standard character sets; and the list goes on and on.

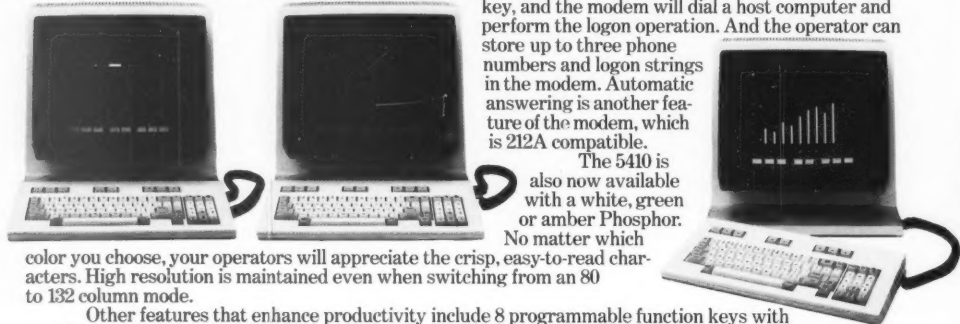
In the interest of operator productivity, write to Teletype Corporation for more information on the 5410 at: 5555 Touhy Ave., Dept. 3223-QQ, Skokie, IL 60077. Or call 1 800 323-1229, ext. 116.

**TELETYPE: VALUE SETS US APART.**

"Teletype" is a registered trademark and service mark of Teletype Corporation.



**AT&T**  
Teletype Corporation



## Index to Printers by Technique

The following index has been designed to provide an overview of the printer products contained in this section of the buyer's guide. Printers have been indexed according to the type of print technique used for output — band, belt, chain/train, daisywheel, dot matrix, drum, electrosensitive, ink-jet, laser, thermal matrix, thimble and printers which utilize other techniques. Within each category the printers have been arranged in alphabetical order by vendor. In addition, the index contains information on the price of the printer, the print speed and the page number in the section where the full product listing is located.

The printer products listings have been broken down by printer type, whether they are line or serial printers. Line printers output a line at a time and serial printers print a character at a time. Within each printer type, products have been separated by print speed ranges. Within each range the products can be found in alphabetical order by vendor name. The line printer ranges are as follows: over 1,200 lpm, 801 to 1,200 lpm, 401 to 800 lpm, 201 to 400 lpm and under 200 lpm. Serial printers are arranged by those products which have print speeds of over 500 cps, followed by the 301 to 500 cps range, the 101 to 300 cps range and those with speeds under 100 cps.

### Band Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Ampak Business Systems, Inc.	B1000 S/34,36,38	1,000 lpm	\$14,395	B-1
	B-600 S/34,36,38	600 lpm	\$9,750	B-14
	LINEWRITER 400 S/34,36,38	500 lpm	\$8,795	B-14
	B300 S/34,36,38	300 lpm	\$7,895	B-18
Anadex, Inc.	DP-6500	300 lpm	\$2,800	B-16
BDS Corp.	B-2000	2,000 lpm	N/A	B-11
	BP1500	1,500 lpm	N/A	B-11
	B300	300 lpm	N/A	B-16
	LINEWRITER 400	500 lpm	N/A	B-14
Centronics Data Computer Corp.	PB-900	900 lpm	\$25,000	B-11
Computer Designed Systems, Inc.	PB-400	180 lpm	\$22,000	B-21
Cynthia Peripheral Corp.	PR1200	1,200 lpm	\$18,000	B-11
Datapoint Corp.	9258	600 lpm	\$11,950	B-14
	9257	300 lpm	\$8,500	B-16
Data Printer Corp.	DP 2000	2,000 lpm	N/A	B-11
	DP-1200	1,200 lpm	\$13,350	B-12
	DP1000	1,000 lpm	\$10,875	B-12
	DP750	750 lpm	\$9,385	B-14
Dataproducts Corp.	DP600	600 lpm	\$7,855	B-14
	B-1000	1,025 lpm	\$12,800	B-12
	B-600	650 lpm	\$8,642	B-14
	B-300	300 lpm	\$6,822	B-16
Dataproducts New England, Inc.	B-1000 TEMPEST	1,000 lpm	\$17,000	B-12
	B-600 TEMPEST	600 lpm	\$15,800	B-14
	MODEL 6807	700 lpm	\$12,100	B-14
Decision Data Computer Corp.	B-1000	1,000 lpm	N/A	B-12
Digital Associates Corp.	B-600	600 lpm	N/A	B-17
	300	300 lpm	N/A	B-17
General Business Technology, Inc.	3240-LP	1,440 lpm	\$19,995	B-11
	3230-LP	1,130 lpm	\$16,995	B-12
	3220-LP	720 lpm	\$11,500	B-15
	MODEL 3100 MEDIUM SPEED BAND PRINTER	600 lpm	\$14,000	B-15
Hetra Computer & Comm.	3252	650 lpm	\$15,040	B-15
	4973	414 lpm	\$14,510	B-15
	IBM	1,440 lpm	\$36,060	B-11
NCR Corp.	NCR 6420-3601	720 lpm	\$16,800	B-15
	NCR 6420-3202	720 lpm	\$16,800	B-11
Nissel Sangyo America, Ltd	FP2000	2,000 lpm	N/A	B-12
Northern Telecom, Inc.	BAND LINE PRINTER-1000	1,000 lpm	\$18,300	B-15
	BAND LINE PRINTER-600	600 lpm	\$12,900	B-18
	BAND LINE PRINTER-300	300 lpm	\$8,980	B-11
Southern Systems, Inc.	BP 2000	2,000 lpm	\$30,000	B-11
	BP 1500	1,500 lpm	\$21,000	B-11

## Printer Index

Southern Systems, Inc.	QT 1200	1,200 lpm	\$18,000	B-12
	B-1000	1,000 lpm	\$14,000	B-12
	QT 1000	1,000 lpm	\$14,000	B-12
	B-600	600 lpm	\$9,000	B-16
	QT 600	600 lpm	\$11,000	B-16
	B-300	300 lpm	\$6,700	B-16
Storage Technology Corp.	QT 300	300 lpm	\$8,000	B-11
	UNIVERSAL 1000	1,600 lpm	\$13,775	B-11

## Chain/Train Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
Data Printer Corp.	1200	1,200 lpm	\$19,390	B-11
	1210	1,000 lpm	N/A	B-12
General Business Technology, Inc.	5201FA	400 lpm	\$11,210	B-14
	5202 LP	400 lpm	\$7,200	B-17
	MODEL 3300 HIGH SPEED LINE PRINTER	400 lpm	\$8,000	B-17
Hetra Computer & Comm.	HP 2611A CHAIN TRAIN LINE PRINTER	1,200 lpm	\$22,000	B-12
	HP 2619A CHAIN TRAIN LINE PRINTER	600 lpm	\$18,560	B-15
Innovative Electronics, Inc.	INNOVATOR 154	600 lpm	\$26,370	B-15
	INNOVATOR 202	300 lpm	\$4,995	B-17
	INNOVATOR 250	300 lpm	\$5,495	B-17
	INNOVATOR 250	300 lpm	\$5,195	B-17
Renaissance Marketing, Inc.	RENAISSANCE LP7000	150 cps	\$19,000	B-22

## Daisywheel Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
A. B. Dick Co.	INTELLIGENT LOOP PRINTER	55 cps	\$4,995	B-40
	MAGNA SL STANDARD PRINTER	55 cps	\$2,700	B-41
Alpha Micro Systems	MAGNA-WRITER 20 CPS PRINTER	20 cps	\$1,600	B-41
	AM-302	45 cps	\$1,600	B-41
	5040	40 cps	\$1,695	B-41
	5040	40 cps	\$1,695	B-41
Ampak Business Systems, Inc.	DP 55/1155/S/34,36,38	55 cps	\$3,995	B-41
Apple Computer, Inc.	APPLE LETTER QUALITY PRINTER	40 cps	\$2,195	B-41
AT&T Information Systems	455	55 cps	\$1,995	B-41
Axonix Corp.	THIN TYPE	N/A	\$405	B-54
BDS Corp.	LQ55 LETTER QUALITY	55 cps	N/A	B-41
Blue Chip Electronics	D4015	40 cps	\$1,895	B-41
	D2015	20 cps	\$899	B-41
Brother International Corp.	HR35	32 cps	\$1,245	B-42
	HR 25	23 cps	\$995	B-42
	HR-15 DAISY WHEEL PRINTER	13 cps	\$599	B-42
Business Information Systems, Inc.	C-4510	120 cps	\$675	B-27
	C-4040	40 cps	\$2,000	B-42
	LQ/1	150 cps	\$650	B-27
Cardco, Inc.	LQ/3	150 cps	\$450	B-27
	F-10 55 SERIES	55 cps	\$1,995	B-42
C. Itoh Digital Products	F-10 40 SERIES	40 cps	\$1,795	B-42
	A-10 30 SERIES	30 cps	\$825	B-42
	A-10 20 SERIES	20 cps	\$795	B-42
	Y-10	15 cps	\$550	B-42
Coleco Industries, Inc.	SMARTWRITER	10 cps	N/A	B-42
Commodore Business Machines, Inc.	MODEL 6400	40 cps	N/A	B-44
Computers International, Inc.	DAISYWRITER	25 cps	\$1,495	B-44
Comrex International	COMRITER CR III	23 cps	\$995 to \$1,049	B-44
	COMRITER CR II	13 cps	\$599 to \$649	B-44
Cromemco, Inc.	335B	55 cps	\$3,495	B-44
	CLQ	13 cps	\$795	B-44
Daisy Systems Holland	M45	45 cps	\$1,695	B-44
	M20	20 cps	\$999	B-44
Datapoint Corp.	9611	N/A	\$3,495	B-54
Dataproducts Corp.	DP-35	55 cps	\$2,195	B-44
	DP-35	35 cps	\$1,795 to \$1,949	B-44
Data Terminals & Communications	DTC 380Z	32 cps	\$1,495	B-44
	DTC STYLE WRITER	15 cps	\$899	B-44
Delta Data Systems Corp.	LQ-45T	45 cps	N/A	B-45
Diablo Systems, Inc.	630 API	40 cps	\$2,340	B-45

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<b>Diablo Systems, Inc.</b>	630 APVECS	40 cps	\$3,495	B-45
	630 KSR	40 cps	\$3,325	B-45
	630 SERIES	40 cps	\$2,340 to \$2,500	B-45
	620	20 cps	\$1,095	B-45
	620 PLUS	20 cps	\$2,195	B-45
<b>Dictaphone Corp.</b>	DICTAPHONE 6720	40 cps	\$2,995	B-45
	DICTAPHONE 6710	30 cps	\$2,200	B-45
<b>Digital Associates Corp.</b>	DP-35	30 cps	N/A	B-45
	DP-55	30 cps	N/A	B-45
<b>Digital Equipment Corp.</b>	LQ202 LETTER-QUALITY PRINTER	32 cps	\$2,800	B-45
<b>Doucet Olivetti Corp.</b>	ET 351 (LCU340)	30 cps	\$4,800	B-46
	DY 211	27 cps	\$1,595	B-45
	LCU 310	27 cps	N/A	B-46
	ET 121 (LCU121)	17 cps	\$995	B-46
	PRAXIS 41 (LSU41)	12 cps	\$795	B-46
<b>Dynax</b>	HR-1	16 cps	\$918	B-46
	DX-15	13 cps	\$599	B-46
<b>Facit, Inc.</b>	4510	N/A	\$495	B-46
	4560	N/A	\$845	B-46
<b>Fujitsu America, Inc.</b>	SP830	80 cps	\$2,950	B-46
<b>Hewlett-Packard Co.</b>	HP 2601	40 cps	\$3,520	B-48
	HP 2602	25 cps	\$1,950	B-48
<b>IBM</b>	5210 E01 & E02	60 cps	\$5,420 to \$5,835	B-48
	5210 G01 & G02	60 cps	\$5,835	B-48
	5218	60 cps	\$3,300	B-48
	5219	60 cps	\$5,835	B-48
<b>Interface Data Elektronik, Inc.</b>	SPRINT 11/55	55 cps	\$3,990	B-48
	SPRINT 11/40	40 cps	\$3,790	B-48
<b>Juki Industries of America, Inc.</b>	MODEL 6100	18 cps	\$699	B-48
<b>Kaypro Corp.</b>	KAYPRO LETTER QUALITY PRINTER	N/A	\$599	B-48
<b>Mechatron Systems</b>	SERIES 50	N/A	\$1,595	B-48
<b>Nixdorf Computer Corp.</b>	DY 450	45 cps	\$5,120	B-49
<b>Olivetti OPE Peripherals, Inc.</b>	DY 250	25 cps	\$1,000 to \$1,200	B-49
<b>Olympia USA, Inc.</b>	ESW 3000	50 cps	\$1,899	B-50
	ESW102	17 cps	\$999	B-49
<b>Ope Printers, Inc.</b>	ELECTRONIC COMPACT RO	14 cps	\$649	B-49
	DY450	45 cps	\$1,495	B-50
	DY250	25 cps	\$995	B-50
<b>Panasonic Industrial Co.</b>	KX-P 3151	22 cps	N/A	B-50
<b>Parklin-Elmer</b>	LQP-25	25 cps	N/A	B-50
<b>Primages, Inc.</b>	PRIMAGE I	50 cps	\$1,875	B-50
<b>Quume Corp.</b>	TWIN TRACK	75 cps	\$4,000	B-51
	SPRINT 7	55 cps	\$2,500	B-50
	SPRINT 8/50	50 cps	\$2,500	B-50
	SPRINT 10/50	50 cps	\$2,500	B-50
	SPRINT 11/40-130 PLUS	40 cps	\$1,990	B-50
	SPRINT 11/40-130 WT PLUS	40 cps	\$2,965	B-51
	SPRINT 8/35	35 cps	\$2,500	B-50
	SPRINT 10/35	35 cps	\$2,500	B-50
	SPRINT 11/40 PLUS	35 cps	\$1,776	B-51
	LETTERPRO 20	20 cps	\$899	B-50
	SPRINT 9	5 cps	\$2,250	B-50
	SPRINT 11/55 PLUS	N/A	\$1,990	B-56
<b>Ricoh of America</b>	1600	50 cps	\$1,700	B-51
	1600Q	50 cps	\$1,939	B-51
	1500Q	40 cps	\$1,489	B-51
	1300	30 cps	\$1,400	B-51
	2200Q	21 cps	\$739	B-51
<b>Sanyo Business Systems Corp.</b>	1200	20 cps	\$895	B-51
	SANYO PR 5500	16 cps	\$995	B-51
	PR 5000	14 cps	\$595	B-51
	PR-5000	10 cps	\$595	B-51
<b>SCM Corp.</b>	L-1000	12 cps	\$545	B-51
<b>Silver-Seed America, Inc.</b>	EXP 500 II	17 cps	\$895	B-51
	EXP 500	14 cps	N/A	B-51
	EXP 400	N/A	\$399	B-56
<b>Star Micronics, Inc.</b>	POWER TYPE	18 cps	\$499	B-52
<b>Tandy Corp.</b>	DW11B	43 cps	\$1,995	B-52
	DWP 410	30 cps	\$1,295	B-52
	DWP 210	18 cps	\$799	B-52
<b>TTX, Inc.</b>	TTX 1014	40 cps	\$499	B-53
<b>Vivitar Computer Products</b>	TRANSTAR 140	17 cps	\$1,695	B-53
	TRANSTAR 130	18 cps	\$895	B-53
	TRANSTAR 120	14 cps	\$599	B-53
<b>Wang Laboratories, Inc.</b>	PC-PM014	55 cps	\$2,995	B-54
	DW-20	20 cps	N/A	B-54
	PC-PM012	20 cps	\$1,295	B-54

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## Dot Matrix Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Admaster Corp.</b>	MODEL 171	2 LPS	\$345	B-20
	MODEL 172	2 LPS	\$345	B-20
<b>Advanced Matrix Technology, Inc.</b>	OFFICE PRINTER	250 cps	\$2,895	B-25
<b>Alphacom, Inc.</b>	ALPHACOM 81	N/A	\$169	B-54
<b>Ampak Business Systems, Inc.</b>	P-300 S/34,36/38	300 lpm	\$7,395	B-16
	MVP S/34,36,38	150 lpm	\$5,195	B-20
	351-S/34,36,38	200 cps	\$4,395	B-25
	352-S/34,36,38	200 cps	\$3,995	B-25
	353-S/34,36,38	200 cps	\$4,695	B-25
	FX-80 S/34,36,38	160 cps	\$2,595	B-26
	152-S/34,36,38	150 cps	\$2,895	B-25
	FX-100 S/34,36,38	100 cps	\$2,395	B-41
	RX-80 S/34,36,38	100 cps	\$2,195	B-41
<b>Anadex, Inc.</b>	DP-9000B	150 lpm	\$1,200	B-26
	WP-6000 MULTI-MODE PRINTER	285 cps	\$2,700	B-26
	DP-9620B	240 cps	\$1,300	B-26
	DP-9625B	240 cps	\$1,500	B-26
	DP-9725B	240 cps	\$1,625	B-26
	DP-9500B	180 cps	\$1,280	B-26
	DP-9001B	150 cps	\$1,625	B-26
	DP-9501B	150 cps	\$1,280	B-26
<b>Anderson Jacobson, Inc.</b>	AJ864	180 cps	\$2,995	B-26
<b>Apple Computer, Inc.</b>	APPLE DOT MATRIX PRINTER	120 cps	\$695	B-26
	IMAGEWRITER	120 cps	\$595	B-26
<b>AT&amp;T Information Systems</b>	4701473/475	120 cps	\$695	B-26
<b>AT&amp;T Teletype Corp.</b>	AP-200	340 cps	\$3,868	B-24
<b>Automatic Funds Transfer Svcs.</b>	AFT 250	400 cps	\$22,500	B-24
	AFT 150	55 cps	\$14,500	B-41
<b>Axiom Corp.</b>	GP 550	86 cps	\$295	B-20
	GP 700	50 cps	\$399	B-20
<b>BDS Corp.</b>	GP500L	200 cps	N/A	B-27
<b>Blue Chip Electronics</b>	N/A	300 cps	\$349	B-27
<b>Business Information Systems, Inc.</b>	C-4220	250 cps	\$2,000	B-54
	C-4180	180 cps	\$27,000	B-27
<b>Canon U.S.A., Inc.</b>	PW 1080A	160 cps	\$595	B-27
	PW 1156A	160 cps	\$895	B-27
	A 1200	120 cps	\$595	B-27
<b>Capitol Circuits Corp.</b>	S2000	48 lpm	\$375	B-42
	S4003	150 cps	\$1,095	B-27
	SERIES S400	150 cps	\$985	B-27
	SERIES S400T	150 cps	\$985	B-27
	SERIES S100	65 cps	\$595	B-42
	SERIES S100T	65 cps	\$835	B-42
	SERIES 270	65 cps	\$835	B-42
	SERIES S400L	65 cps	\$1,065	B-42
<b>Cardinal Scale Manufacturing Co.</b>	CARDINAL 2170	200 cps	\$2,150	B-27
<b>Centronics Data Computer Corp.</b>	MODEL 357	400 cps	\$2,750	B-24
	MODEL 358	400 cps	\$3,150	B-24
	MODEL 351 PRINTSTATION	200 cps	\$2,195	B-28
	MODEL 352 PRINTSTATION	200 cps	\$2,295	B-28
	MODEL 353 PRINTSTATION	200 cps	\$2,495	B-28
	MODEL 150	150 cps	N/A	B-27
	MODEL 152	150 cps	N/A	B-28
	MODEL 159	150 cps	N/A	B-28
<b>CIE Electronics</b>	CI-600	600 lpm	\$5,895	B-14
	CI-300	300 lpm	\$4,495	B-16
<b>C. Itoh Digital Products</b>	8600 SERIES	180 cps	\$1,295 to \$1,395	B-28
	1550 Model S SERIES	180 cps	\$1,125 to \$1,170	B-28
	Model 8510 S SERIES	180 cps	\$795 to \$840	B-28
	Model 8510 B SERIES	120 cps	\$595	B-28
<b>C. Noh Electronics</b>	1550SCE	180 cps	\$1,225	B-28
	8510E	180 cps	\$1,470	B-28
	8510SCE	180 cps	\$495	B-28
	8510SCE	180 cps	\$895	B-28
	1550E	120 cps	\$995	B-28
	7500E	105 cps	\$425	B-28
<b>Commodore Business Machines, Inc.</b>	1525	30 cps	N/A	B-44
<b>Computer Designed Systems, Inc.</b>	PM-600	280 lpm	\$22,900	B-16
	PM-450	200 lpm	\$14,700	B-16
	PM-300	140 lpm	\$13,500	B-20
	PM-210	210 cps	\$9,200	B-28
	PM-200	200 cps	\$8,500	B-28
	PM-180	180 cps	\$6,595	B-28

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<b>Computer Designed Systems, Inc.</b>	PM-080	80 cps	\$2,895	B-44
<b>Craden Peripherals Corp.</b>	DP 4	156 cps	\$3,200	B-30
<b>Cromemco, Inc.</b>	3703	180 cps	\$3,195	B-30
	315	150 cps	\$1,295	B-30
<b>Data General Corp.</b>	4434	180 cps	N/A	B-30
<b>Datamedia Corp.</b>	MODEL 920 PRINTER	340 cps	\$2,395	B-24
	MODEL 910 PRINTER	200 cps	\$1,595	B-30
	MODEL 930 PRINTER	80 cps	\$1,995	B-44
<b>Datapoint Corp.</b>	9621	160 cps	\$2,500	B-30
<b>Dataproducs Corp.</b>	8070	700 cps	\$2,195	B-23
	M-200	340 cps	\$3,000	B-24
	8050	200 cps	\$1,695	B-30
	P 80	200 cps	\$1,295	B-30
	P 132	200 cps	\$1,495	B-30
	8010	180 cps	\$649	B-30
	8020	180 cps	\$849	B-30
	M-120	180 cps	\$2,700	B-30
	M-100	140 cps	\$2,950	B-30
<b>Datasouth Computer</b>	DS 180 MATRIX PRINTER	180 cps	\$1,595	B-30
	DS-220	N/A	\$1,995	B-23
<b>Data Specialties, Inc.</b>	ZEBRA DEMAND PRINTER	263 lpm	\$3,470	B-17
<b>Delta Data Systems Corp.</b>	DR 5000T	165 cps	N/A	B-31
<b>Dennison Manufacturing Co.</b>	4205	350 cps	\$7,995	B-24
	4202	120 cps	\$4,795	B-31
	7203	120 cps	\$5,495	B-31
<b>Disalo Systems, Inc.</b>	DOT MATRIX 38	400 cps	\$2,200	B-24
	MODEL 32 CQ	150 cps	\$995	B-45
<b>Digital Equipment Corp.</b>	MATRIX 11CQ	100 cps	\$750	B-24
	LETTERPRINTER 100	240 cps	\$1,595 to \$2,295	B-31
	LA50	100 cps	\$695	B-45
<b>Digital Matrix</b>	FORMWRITER 9/132	N/A	\$1,375	B-31
	FORMWRITER 180	N/A	\$1,200	B-45
	DURAWRITER 132	165 cps	\$1,295	B-54
	FORMWRITER-132	165 cps	N/A	B-54
	DURAWRITER 80	150 cps	\$1,050	B-31
	FORMWRITER 80	150 cps	\$1,195	B-31
<b>Digitec</b>	DIGITAL PANEL PRINTER 6630	42 lpm	\$565	B-21
	PANEL MOUNT PRINTER 6610	42 lpm	\$495	B-21
	PANEL MOUNT PRINTER 6611	42 lpm	\$525	B-21
	PANEL MOUNT PRINTER 6620	42 lpm	\$495	B-21
<b>Durango Systems, Inc.</b>	POPPYWRITER	165 cps	\$1,995	B-31
<b>Eaton Printer Products</b>	4000T	120 cps	\$1,200 to \$1,300	B-31
	7000	50 cps	\$400 to \$450	B-46
<b>Envision</b>	MODEL 430 COLOR VECTOR PRINTER	300 cps	\$3,495	B-31
<b>Epson America, Inc.</b>	LQ 1500	200 cps	\$1,395	B-32
	FX-80	160 cps	\$599	B-31
	FX-100	160 cps	\$895	B-31
	RX-100	160 cps	\$699	B-32
	RX-80	100 cps	\$399	B-46
	RX-80FT	100 cps	\$499	B-46
<b>Facit, Inc.</b>	4542	N/A	\$3,000 to \$6,000	B-55
	4544	N/A	\$3,000 to \$6,000	B-55
	4528D	N/A	\$1,545	B-55
	4528T	N/A	\$1,545	B-55
	4512	N/A	\$995	B-55
<b>Florida Data Corp.</b>	OSP 110	600 cps	N/A	B-23
	OSP 125	600 cps	\$4,500	B-23
	OSP 130	150 cps	\$4,100	B-32
<b>Fujitsu America, Inc.</b>	DPMG9 (DASVWRITER MATRIX 9)	180 cps	\$695	B-32
	SP 320	48 cps	\$1,495	B-46
<b>General Business Technology, Inc.</b>	5220DP	400 cps	\$5,400	B-24
	5220MP	400 cps	\$4,750	B-24
	5203DP	200 cps	\$3,995	B-32
	5203MP	200 cps	\$3,695	B-32
	5210BL	150 cps	\$4,995	B-32
	5207FA	120 cps	\$2,595	B-32
	5207MP	120 cps	\$2,395	B-32
<b>Genicom Corp.</b>	3404	400 cps	\$2,610 to \$2,650	B-24
	GE 3400	400 cps	\$2,450 to \$2,450	B-24
	3300	300 cps	\$2,210 to \$2,250	B-24
	3304	300 cps	\$2,450 to \$2,490	B-32
	200 LINE PRINTER	200 cps	\$2,590 to \$3,010	B-21
	3024	200 cps	\$1,495 to \$1,550	B-32
	3180	180 cps	\$1,590 to \$2,030	B-32
	3181	180 cps	\$1,530 to \$2,030	B-32
	3185	180 cps	\$2,130 to \$2,230	B-32
	GE 3184	180 cps	\$2,190 to \$2,230	B-32
	GE 3014	160 cps	\$1,195 to \$1,199	B-32
<b>Hewlett-Packard Co.</b>	HP 2608A/2608S DOT MATRIX LINE PRINTER	400 lpm	\$11,170	B-17

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Hewlett-Packard Co.	HP 2631B	180 cps	\$3,970	B-34
	HP 2631G	180 cps	\$3,970	B-34
Honeywell Information Systems, Inc.	PRU 7070/7071	100 cps	\$1,195	B-48
	PRU 7075/7076	100 cps	\$1,495	B-48
IBM	5225-4	560 lpm	\$16,945	B-15
	5225-3	200 lpm	\$15,495	B-15
	5225-2	400 lpm	\$13,945	B-17
	5224-2	240 lpm	\$7,280	B-17
	5225-1	200 lpm	\$12,075	B-17
	5224-1	140 lpm	\$6,395	B-21
	5242	160 cps	\$2,975	B-34
	4974	120 cps	\$3,470	B-34
	5256-3	120 cps	\$2,800	B-48
	4975 1L	80 cps	\$2,040	B-48
	5241	80 cps	\$4,340	B-48
	5256-2	40 cps	\$4,145	B-48
	5256-1	150 lpm	\$11,000	B-21
Ideographix, Inc.	IPX MODEL 3000	600 cps	\$21,000	B-23
Information Devices Corp.	RMS-600 REMOTE BATCH PRINTER/PLOTTER	120 cps	\$700 to \$1,100	B-34
Inform Computer Terminals, Inc.	RITEMAN II	160 cps	\$549 to \$599	B-34
Info Runner	RITEMAN PLUS	400 cps	\$2,495	B-24
Infoscrite, Inc.	1500	200 cps	\$1,645	B-34
	1000	200 cps	\$1,795	B-34
	1100	200 cps	\$1,995	B-34
	1200	200 cps	\$2,195	B-35
	1400	150 cps	\$1,345	B-34
	1600	600 lpm	\$9,995	B-15
	500	300 lpm	\$6,995	B-17
Interface Data Elektronik, Inc.	DEMAND DOCUMENT PRINTER 700	400 cps	N/A	B-35
	MT 660	270 cps	N/A	B-35
	MT 3000	200 cps	N/A	B-35
	MT 440L	200 cps	\$3,695	B-35
	MT 440D	200 cps	\$3,995	B-35
	MT 420L	160 cps	\$2,695	B-35
	MT 1602/5	160 cps	\$2,795	B-35
	MT 1602/5	160 cps	\$2,995	B-35
	MT 1601	160 cps	\$2,995	B-35
	MT 160L	160 cps	\$3,095	B-35
	MT1801	140 cps	\$6,495	B-35
	MT180L	140 cps	\$5,195	B-35
	MT 78-5D	165 cps	\$549	B-35
	MT 420D	N/A	\$1,788	B-35
International Amex, Inc.	805 2000	180 cps	\$1,695	B-35
JDL, Inc.	JDL 750	180 cps	\$2,195	B-36
Lear Siegler, Inc.	VERSAPRINT 500	180 cps	\$2,495	B-36
	VERSAPRINT 510	180 cps	\$2,495	B-36
	VERSAPRINT 520	180 cps	\$2,495	B-36
	VERSAPRINT 530	180 cps	\$2,495	B-36
Mannesmann Tally	MT 660	600 lpm	\$7,995	B-15
	MT 1600	200 cps	\$1,695	B-36
	MT 1800	200 cps	\$2,295	B-36
	MT 1601	160 cps	\$598	B-36
	MT 160L	160 cps	\$798	B-36
	MT 1801	160 cps	\$998	B-36
	MT 180L	160 cps	\$1,098	B-36
	MT 78-5	140 cps	\$4,345	B-36
Memorex Corp.	2068 MULTIFUNCTION MATRIX PRINTER	350 cps	\$6,495	B-25
Memotech Corp.	DMX 80	80 cps	\$299	B-49
Miltype Corp.	HSP 3609-212A HIGH-SPEED LINE PRINTER	400 lpm	\$20,000	B-18
	LP 3036 LINE PRINTER	300 lpm	\$7,500	B-18
Mitsuba Corp.	CP80	142 cps	N/A	B-36
	ENP1091	120 cps	\$499	B-36
NCR Corp.	NCR 6410	90 lpm	\$2,200	B-22
	NCR 6442 DUAL MODE	325 cps	\$3,700	B-25
	NCR 6411-136 COLUMN	120 cps	\$1,200	B-36
	NCR 6411-80 COLUMN	120 cps	\$900	B-36
NEC Information Systems	PINWRITER P2	180 cps	\$795 to \$799	B-37
	PINWRITER P3	180 cps	\$799	B-37
Nissel Sangyo America, Ltd.	FP250	1,250 lpm	\$15,000	B-11
	AD60	600 lpm	\$7,000	B-15
	AD30	300 lpm	\$5,400	B-18
North Atlantic Industries	7065	300 cps	\$1,995	B-37
	7020	180 cps	\$1,495	B-37
	7030	180 cps	\$1,695	B-37
	7040	180 cps	\$1,795	B-37
Northern Telecom, Inc.	DESKTOP MATRIX PRINTER	120 cps	N/A	B-37
	STRIKER	40 cps	N/A	B-49
	UNIVERSAL MATRIX PRINTER	N/A	N/A	B-55
Novell, Inc.	IMAGE 800	150 cps	N/A	B-37

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<b>Okidata Corp.</b>	PACEMARK 2350	350 cps	\$2,595	B-25
	PACEMARK 2410	350 cps	\$2,995	B-25
	MICROLINE 84	200 cps	\$1,395	B-37
	MICROLINE 93	160 cps	\$999	B-37
	MICROLINE 82A	120 cps	\$349 to \$549	B-37
<b>Olympia USA, Inc.</b>	ELECTRONIC COMPACT NP	165 cps	\$499	B-37
<b>Panasonic Industrial Co.</b>	KX-P1160	198 cps	\$1,550	B-37
	KX-P 1092	180 cps	\$599	B-37
	KX-P 1093	180 cps	\$599	B-37
	KX-P 1091	120 cps	\$499	B-37
	KX-P 1090	80 cps	\$499	B-50
<b>Perkin-Elmer</b>	PR 210	200 cps	\$2,795	B-37
<b>Perry Data Systems, Inc.</b>	2014	150 cps	N/A	B-38
	2042	150 cps	N/A	B-38
<b>Personal Micro Computers, Inc.</b>	DMP-85	120 cps	\$395	B-38
<b>Philips Peripherals, Inc.</b>	GP 300	300 cps	\$2,795	B-38
	GP 300L	300 cps	\$2,995	B-38
	GP 150	120 cps	\$1,895	B-38
<b>Printek, Inc.</b>	PRINTEK 920	340 cps	\$2,395	B-25
	PRINTEK 910	200 cps	\$1,595	B-38
	PRINTEK 930	200 cps	\$1,995	B-38
<b>Printronix, Inc.</b>	P600	600 lpm	\$7,500	B-15
	P300	300 lpm	\$5,400	B-18
<b>Racal-Dana Instruments, Ltd.</b>	MVP LINE PRINTER	150 lpm	\$3,745	B-22
	1001 THERMAL	3 lpm	\$1,300	B-22
	1002-THERMAL	3 lpm	\$1,600	B-22
<b>Racal-Milgo, Inc.</b>	4287N	200 cps	\$4,125	B-38
	8160-1	160 cps	\$1,160	B-38
	8161-2	160 cps	\$1,100	B-38
	4285	128 cps	\$825	B-38
<b>Ramtek Corp.</b>	4100 COLORGRAPHIC PRINTER	40 lpm	\$6,995	B-22
<b>Santec Corp.</b>	S700 PRINTER	17 cps	\$3,500	B-57
<b>SCM Corp.</b>	D-300	140 cps	\$795	B-39
	D-100	120 cps	\$395	B-38
	D-200	120 cps	\$595	B-38
<b>Siemens Communication Systems</b>	PT 88	150 cps	\$895	B-39
<b>Singer Data Products</b>	612	400 cps	\$2,600	B-25
	615	400 cps	\$3,000	B-25
	5010	100 cps	\$1,075	B-52
	5011	100 cps	\$1,075	B-52
<b>Sony Communications Products Co.</b>	SONY COMPACT PRINTER	15 cps	\$260	B-55
<b>Southern Systems, Inc.</b>	M-200	340 cps	\$3,000	B-25
	M-100	140 cps	\$3,000	B-39
<b>Star Micronics, Inc.</b>	RADIX-10	200 cps	\$849	B-39
	RADIX-15	200 cps	\$995	B-39
	DELTA-10	160 cps	\$549	B-39
	DELTA-15	160 cps	\$795	B-39
	GEMINI-10X	120 cps	\$399	B-39
<b>Syntest Corp.</b>	SYNTEST SP-2000	100 cps	\$925	B-52
<b>Tab Products Co.</b>	M184	200 cps	\$1,739	B-22
	M183	120 cps	\$1,299	B-22
	M188	55 cps	\$2,030	B-22
<b>Tandy Corp.</b>	LMP 2150	150 lpm	\$3,995	B-22
	DMP 500	220 cps	\$1,295	B-39
	DMP 2100	160 cps	\$1,995	B-39
	DMP 420	140 cps	\$599	B-39
	DMP 200	120 cps	\$699	B-39
	DMP 110	50 cps	\$399	B-52
	DMP 120	N/A	\$500	B-58
<b>TDC</b>	HPM 11	150 cps	\$281	B-39
	HPM 80	150 cps	\$276	B-39
	HPM 136	150 cps	\$266	B-39
	GPW 40	100 cps	\$190	B-52
	SPW	100 cps	\$220	B-52
	SPW	80 cps	\$200	B-52
<b>Tektronix, Inc.</b>	4643	340 cps	\$4,300	B-25
	4642	60 cps	\$2,900	B-53
<b>Telecom Terminal Systems</b>	AIRLINE REGISTRATION SYSTEM	120 cps	\$3,000	B-40
<b>Telex Computer Products, Inc.</b>	TC 281B	120 cps	\$900	B-40
<b>Telex Corp.</b>	IP-40	75 lpm	\$1,100	B-53
<b>Texas Instruments, Inc.</b>	OMNI 800 MODEL 880	350 cps	\$2,195	B-40
	OMNI 800/ENHANCED 810	225 cps	\$2,295	B-40
	OMNI 800/810	150 cps	\$1,645	B-40
	OMNI 800/850	150 cps	\$599	B-40
	OMNI 800/855 DUAL MODE	150 cps	\$935	B-40
	OMNI 800 MODEL 820	150 cps	\$1,995	B-40
	OMNI 800/820 RO	150 cps	\$1,995	B-40
	OMNI 800/840 RO	75 cps	\$995	B-53

## Printer Index

<b>Toshiba America, Inc.</b>	P-1351	192 cps	\$1,895	B-40
	P-1340	144 cps	\$995	B-40
<b>Triformation Systems, Inc.</b>	LED-120	120 cps	\$14,500	B-22
<b>Trilog, Inc.</b>	C-80	300 lpm	\$11,500	B-18
	TIP-300	300 lpm	\$4,900	B-18
	TIP-301	N/A	\$5,900	B-58
	TIP-302	300 lpm	\$6,900	B-58
	C-100	250 lpm	\$11,500	B-18
	T-100	250 lpm	\$7,600	B-18
	C-144	190 lpm	\$11,500	B-22
	TIP-150	150 lpm	\$3,900	B-22
<b>Vector Graphic, Inc.</b>	M200	340 cps	\$3,450	B-25
<b>Vivitar Computer Products</b>	TRANSTAR 315	50 cps	\$599	B-54
<b>Weber Marking Systems</b>	1760	300 lpm	N/A	B-20
	2560	300 lpm	N/A	B-20
	LEGITRONICS 2060	300 lpm	\$19,800	B-20
	1750	150 lpm	N/A	B-23
	2550	150 lpm	N/A	B-23
	LEGITRONICS 2050	150 lpm	\$15,000	B-23
<b>Westrex OEM Products</b>	MODEL 8400	140 cps	\$795	B-40
	MODEL 8410	140 cps	\$795	B-40
<b>Zenith Data Systems</b>	ZENITH Z-125 DOT MATRIX PRINTER	150 cps	\$1,499	B-40

## Drum Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Cardco, Inc.</b>	LO/2	150 cps	\$350	B-27
<b>Computer Designed Systems, Inc.</b>	PD-600	280 lpm	\$23,000	B-16
	PD-300	140 lpm	\$23,000	B-20
<b>Decision Data Computer Corp.</b>	MODEL 6610	1,000 lpm	\$17,600	B-12
	MODEL 6680	800 lpm	\$15,200	B-14
	MODEL 6665	650 lpm	\$13,600	B-14
<b>DI/AN Controls, Inc.</b>	600	20 lpm	\$12,950	B-54
	8100	20 lpm	\$5,000	B-54
	8379	20 lpm	\$4,500	B-54
	8500	20 lpm	\$5,000	B-54
	8510	20 lpm	\$5,000	B-54
<b>Vista Scientific Corp.</b>	MODEL 722	40 lpm	\$2,900	B-22

## Electrostatic Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Axiom Corp.</b>	EX-1620	960 cps	\$795	B-16
	EX-420	550 cps	\$745	B-16
	EX-1601	240 cps	\$589	B-26
	EX401A	192 cps	\$425	B-26
	EX 401B	192 cps	\$599	B-26
<b>Compu Printer Int'l, Inc.</b>	912 ALPHA-NUMERIC SERIES	170 lpm	\$495	B-20
	912 GO	170 lpm	\$995	B-20
<b>Digitec</b>	DESKTOP 6430 SERIES	144 lpm	\$399	B-21
<b>SCI Systems, Inc.</b>	SCI MODEL 1110	2,200 cps	N/A	B-23
	SCI MODEL 1180	1,100 cps	\$1,000	B-24

## Ink-Jet Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>AB Dick Co.</b>	VIDEO JET PRINTER 9400 SERIES	1,375 cps	\$75,000 to \$325,000	B-23
	VIDEO JET PRINTER 9100 SERIES	N/A	\$11,000 to \$15,000	B-54
<b>Anderson Jacobson, Inc.</b>	AJ 650	123 lpm	\$3,400	B-20
<b>Canon U.S.A., Inc.</b>	A 1210	40 cps	\$795	B-42
	FJ1100C	40 cps	\$795 to \$950	B-42
<b>Diablo Systems, Inc.</b>	COLOR INK JET PRINTER C150	20 cps	\$1,250	B-45

## Printer Index

<b>Exxon Enterprises</b>	965	90 cps	\$4,400	B-48
	965S	90 cps	\$6,000	B-48
<b>Franchise Mailing Systems</b>	DOMINO UNJET	1,523 cps	\$15,000	B-23
<b>Hewlett-Packard Co.</b>	THINKJET	150 cps	\$495	B-34
<b>Printacolor Corp.</b>	TC-1040	100 cps	\$5,495	B-50
	IS-1040	N/A	\$5,495	B-23
<b>Siemens Communication Systems</b>	2712	270 cps	\$2,700	B-39
<b>Tandy Corp.</b>	CGP 220	37 cps	\$699	B-39

## Thermal Matrix Printers

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Apple Computer, Inc.</b>	APPLE SILENTTYPE II PRINTER	40 cps	\$350	B-41
	APPLE SILENTTYPE III PRINTER	40 cps	\$390	B-41
<b>Axonix Corp.</b>	THIN PRINT 80	N/A	\$319	B-54
<b>Blue Chip Electronics</b>	IT 40/10	40 cps	\$399	B-41
<b>Brother International Corp.</b>	HR-5	30 cps	\$225	B-42
<b>Computer Transceiver Systems, Inc.</b>	EXECUPORT 1205	120 cps	\$995	B-30
	EXECUPORT 1240	120 cps	N/A	B-30
	EXECUPORT 1230	N/A	\$1,330	B-30
<b>Digitec</b>	DESKTOP 6470 SERIES	144 lpm	\$445	B-21
<b>Epson America, Inc.</b>	EPSON PORTABLE PRINTER	45 cps	\$250	B-46
<b>Fujitsu America, Inc.</b>	TTP 16	45 cps	\$850	B-46
<b>Hewlett-Packard Co.</b>	9876A/11479A	480 lpm	N/A	B-15
	HP 2671G	120 cps	\$1,240	B-34
	HP 2673A	120 cps	\$1,240	B-34
	HP 2671A	N/A	\$1,240	B-55
<b>IBM</b>	3102	80 cps	\$1,500	B-48
<b>John Fluke Mfg. Co., Inc.</b>	2020A	180 lpm	\$1,200	B-21
<b>Kipp &amp; Zonen</b>	BD70	N/A	\$1,545	B-55
	BD71	N/A	\$1,900	B-55
<b>Memodyne Corp.</b>	MAP-PAC	110 lpm	\$625	B-21
	MAP-PAC	110 lpm	\$625	B-21
	MAP-SBC	110 lpm	\$725	B-21
	MAP-20 IAC	110 lpm	\$875	B-21
	MAP-20 IEC	110 lpm	\$875	B-21
	MAP-20 SAC	110 lpm	\$725	B-21
	MAP-20 SEC	110 lpm	\$725	B-22
	MAP-IBC	110 cps	\$875	B-36
	MAP-PEC	N/A	\$625	B-23
<b>Mitlco Corp.</b>	TP3000 SERIES THERMAL LINE PRINTER	750 lpm	\$16,000	B-15
	TP2000 THERMAL LINE PRINTER	240 lpm	\$7,000	B-18
<b>Mitsubishi Electronics America, Inc.</b>	M4234 COLOR PRINTER	45 cps	\$1,050 to \$1,500	B-49
<b>NCR Corp.</b>	NCR 6425	240 lpm	\$2,800	B-18
<b>Perkin-Elmer Corp.</b>	655	100 cps	\$1,460	B-50
<b>Star Micronics, Inc.</b>	STX-80	66 cps	\$199	B-52
<b>Tandy Corp.</b>	TP 10	30 cps	\$100	B-52
<b>Telpar, Inc.</b>	PL 20C	150 lpm	\$395	B-53
	PL 12E	120 lpm	\$297	B-56
	PL 20 RACKMOUNT	120 lpm	\$495	B-56
	PL 20CX	120 lpm	\$395	B-53
	PL 20E	120 lpm	\$297	B-53
	PL 20EX	120 lpm	\$297	B-53
<b>Texas Instruments, Inc.</b>	SILENT 700/781R0	120 cps	\$1,395	B-40
<b>Trendcom/3M</b>	WHISPER PRINTER 1902	40 cps	\$299	B-53
	WHISPER PRINTER 1904	40 cps	\$289	B-53
	WHISPER PRINTER 1912	40 cps	\$299	B-53
	WHISPER PRINTER 1914	40 cps	\$289	B-53

## Printers Using Other Technologies

VENDOR	MODEL	PRINT SPEED	PRICE	PAGE
<b>Ampak Business Systems, Inc.</b>	P-600: S/34.36.38	600 lpm	\$9,195	B-14
<b>AT&amp;T Teletype Corp.</b>	MODEL 40 PRINTER	300 lpm	\$5,133	B-16
<b>Decision Data Computer Corp.</b>	6703 MATRIX LINE PRINTER	300 lpm	\$6,188	B-16
<b>General Business Technology, Inc.</b>	5205WP	55 cps	\$4,295	B-46
	5206WP	35 cps	\$3,695	B-46
<b>Genicom Corp.</b>	340	340 lpm	\$4,835	B-17

## Printer Index

<b>Genicom Corp.</b>	510	340 lpm	\$5,795 to \$6,080	B-17
	310	310 lpm	\$4,170	B-17
<b>Honeywell Information Systems, Inc.</b>	PRU 9619/9620	1,200 lpm	\$33,000	B-12
<b>IBM</b>	5222-1	80 cps	\$2,345	B-48
	4975 2L	160 cps	\$4,175	A-34
<b>Mannesmann Tally</b>	MT 3300	300 lpm	\$4,995	B-18
<b>NEC Information Systems</b>	SPINWRITER 7700D	55 cps	\$2,535	B-49
	SPINWRITER 7700Q	55 cps	\$2,535	B-49
	SPINWRITER MODEL 7710	55 cps	\$3,055	B-49
	SPINWRITER 7715	55 cps	\$2,500	B-49
	SPINWRITER 7730	55 cps	\$3,055	B-49
	SPINWRITER 8800 SERIES	55 cps	\$2,495	B-49
	SPINWRITER 3500 SERIES	30 cps	\$1,750	B-49
	MODEL 2000R TERMINAL	20 cps	\$995	B-49
<b>Okidata Corp.</b>	OKIMATE 10	60 cps	N/A	B-49
<b>Tandy Corp.</b>	CGP 115	12 cps	\$200	B-52
<b>Vector Graphic, Inc.</b>	7700	55 cps	\$3,450	B-53
	3500	33 cps	\$2,695	B-53
<b>Versatec, Inc.</b>	V80 F	1,000 lpm	\$8,950	B-14

**Print Speeds  
Over 1,200 lpm****BDS CORP.**

B-2000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

**BDS CORP.**

BP1500

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,500 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Date First Installed: 1982

**DATA PRINTER CORP.**

DP 2000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: September 1984  
(See Vendor Profile Page V-10)

**DIGITAL ASSOCIATES CORP.**

REMOTE LINE PRINTER SYSTEM

(RLPS)

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor

Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$10,000 to \$25,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: December 1982  
(See Vendor Profile Page V-11)

**GENERAL BUSINESS****TECHNOLOGY, INC.**

3240-LP

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,440 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 48, 64, 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$19,995  
Distribution Method: Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

**NCR CORP.**

NCR 6420-0601

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,440 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$36,000  
Distribution Method: End User  
(See Vendor Profile Page V-23)

**NISSAI SANGYO AMERICA,****LTD.**

FP1250

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 1,250 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$15,000  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-24)

**NISSAI SANGYO AMERICA,****LTD.**

FP2000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor

Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Distribution Method: OEM  
Number Installed to Date: Under 100  
Date First Installed: 1983

**SOUTHERN SYSTEMS, INC.**

BP 1500

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,500 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$21,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-32)

**SOUTHERN SYSTEMS, INC.**

BP 2000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 2,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$30,000  
Number Installed to Date: Under 100  
Date First Installed: January 1983

**STORAGE TECHNOLOGY****CORP.**

UNIVERSAL 1000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$13,775  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-32)

**801 to 1,200 lpm  
Print Speeds****AMPAK BUSINESS SYSTEMS,****INC.**

B1000 S/34, 36, 38

Print Mechanism: Impact

Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Standard Character Set Size: 196  
Optional Character Set Sizes: 64, 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$14,395  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-2)

**COMPUTER DESIGNED****SYSTEMS, INC.**

PB-900

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 900 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 48, Any Option  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$25,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: October 1980  
(See Vendor Profile Page V-8)

**CYNTHIA PERIPHERAL CORP.**

PR1200

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Continuous  
Maximum Form Width (in.): 19  
Price: \$18,000  
Distribution Method: End User, OEM  
Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-9)

**DATA PRINTER CORP.**

1200

Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Price: \$19,390  
Distribution Method: OEM, Third-Party

# Line Printers

801 to 1,200 lpm

Number Installed to Date: 160  
Date First Installed: June 1978  
(See Vendor Profile Page V-10)

## DATA PRINTER CORP.

1210  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: June 1976

## DATA PRINTER CORP.

DP1000  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$10,875  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 200  
Date First Installed: July 1977

## DATA PRINTER CORP.

DP-1200  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$13,350  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 400  
Date First Installed: June 1980

## DATAPRODUCTS CORP.

B-1000  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,025 lpm  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebodic  
Communications Port: Serial,

Parallel  
Form Feed Method: Sprocket  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$12,800  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-10)

## DATAPRODUCTS NEW

ENGLAND, INC.  
B-1000 TEMPEST  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$17,000  
Distribution Method: End User, OEM  
Date First Installed: August 1984

## DECISION DATA COMPUTER CORP.

MODEL 6610  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebodic  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$17,600  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1979  
(See Vendor Profile Page V-11)

## DIGITAL ASSOCIATES CORP.

B-1000  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-11)

## DIGITAL ASSOCIATES CORP.

L 800  
Print Mechanism: Impact  
Print Technique: Band

Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$7,100  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: December 1982

## GENERAL BUSINESS TECHNOLOGY, INC.

3230-LP  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,130 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ebodic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$16,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

## HETRA COMPUTER & COMMUNICATIONS IND., INC.

MODEL 3000 HIGH-SPEED LINE PRINTER  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii, Ebodic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$22,000  
Distribution Method: End User  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1978  
(See Vendor Profile Page V-16)

## HONEYWELL INFORMATION SYSTEMS, INC.

PRU 8619/9620  
Print Mechanism: Impact  
Print Technique: Belt  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96, Custom  
Character Code: Ascii, Ebodic, Custom  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$33,000  
Distribution Method: End User  
Date First Installed: June 1983  
(See Vendor Profile Page V-16)

## NORTHERN TELECOM, INC. BAND LINE PRINTER-1000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$18,300  
Distribution Method: End User, Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-24)

## SOUTHERN SYSTEMS, INC.

B-1000  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebodic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$14,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1978  
(See Vendor Profile Page V-32)

## SOUTHERN SYSTEMS, INC. QT 1000

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebodic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$14,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1981

## SOUTHERN SYSTEMS, INC. QT 1200

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 1,200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebodic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$18,000

# SIEMENS

Choose your  
next printer on a  
sound basis.

A printer's moment of truth comes when you turn it on. Simply put, if your printer sounds like a jack hammer, you won't care what features it has to offer. Listen to our PT-88 and PT-89 ink-jet printers. They're so quiet you can almost hear a pin drop. In the office or at home, you'll be completely free from the nerve wracking "clickety-clack" of noisy impact printers.

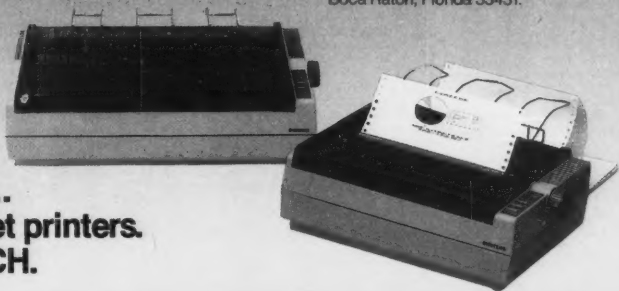
But a quiet environment isn't the only benefit. The wide carriage PT-89 handles paper widths to 15 1/4". That's

158 columns at 10 pitch and 248 columns in condensed print for those busy spreadsheets. The PT-88 accommodates up to 9 1/4" width paper, 80 columns at 10 pitch, 136 columns condensed. Both offer exceptional print quality at 150 cps.

Complete IBM PC compatibility is also available. The easily replaceable, no-mess ink cartridge is good for 5 million

characters. That's more than a whole case of paper! And when you choose our printers, you may take advantage of the nationwide support of Siemens PrintaServ Service Network.

For information and the location of the dealer nearest you contact: Siemens Communication Systems, Inc., Office Printer Group, 5500 Broken Sound Blvd., Boca Raton, Florida 33431.



**Silence is golden...  
The PT-88/89 ink jet printers.  
Call 1-800-JETTECH.**

Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1981

## VERSADEC, INC.

V80 F

Print Mechanism: Nonimpact  
Print Technique: Electrostatic  
Maximum Print Speed: 1,000 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 48, 64, 128, 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Film Plots; 200 Ppt Resolution  
Colors Supported: 1  
Price: \$8,950  
Distribution Method: End User, OEM  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-36)

## 401 to 800 lpm Print Speeds

## AMPAK BUSINESS SYSTEMS, INC.

B-600: S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 64, 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Friction, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$9,750  
Distribution Method: End User, Third-Party  
Date First Installed: 1982  
(See Vendor Profile Page V-2)

## AMPAK BUSINESS SYSTEMS, INC.

LINEWRITER 400: S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 500 lpm  
Standard Character Set Size: 136  
Optional Character Set Sizes: 48, 64, 96, 128, 192  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$8,795

## AMPAK BUSINESS SYSTEMS, INC.

P-600: S/34, 36, 38

Print Mechanism: Impact  
Maximum Print Speed: 600 lpm  
Standard Character Set Size: 196  
Optional Character Set Sizes: 64, 96, 128, 132  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Graphics; Curves; Arcs; Patterns;  
Three-Dimensional Bar Code  
Price: \$9,195  
Distribution Method: End User, Third-Party

## CENTRONICS DATA COMPUTER CORP.

LINEWRITER 400

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 500 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 136  
Optional Character Set Sizes: 48, 64, 96, 128, 192  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: OEM  
Date First Installed: 1983  
(See Vendor Profile Page V-6)

## CIE ELECTRONICS

CI-400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 232  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14.87  
Price: \$5,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-6)

## DATAPoint CORP.

9258  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$11,950  
Date First Installed: May 1981  
(See Vendor Profile Page V-10)

## DATAPoint CORP.

1260  
Print Mechanism: Nonimpact

Print Technique: Chain/Train  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 20  
Price: \$11,210  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,300  
Date First Installed: June 1978  
(See Vendor Profile Page V-10)

## DATAPoint CORP.

DP600

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 48, 96, 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$7,855  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,700

## DATAPoint CORP.

DP750

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 750 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$9,385  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,700

## DATAPRODUCTS CORP.

B-600

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 650 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Sprocket  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$8,642  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1979  
(See Vendor Profile Page V-10)

## DATAPRODUCTS NEW ENGLAND, INC.

B-400 TEMPEST

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 600 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 64  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$15,800  
Distribution Method: End User, OEM  
Date First Installed: August 1984

## DECISION DATA COMPUTER CORP.

MODEL 6665

Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 650 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebcidic  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$13,600  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-11)

## DECISION DATA COMPUTER CORP.

MODEL 6680

Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 800 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebcidic  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$15,200  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000

## DECISION DATA COMPUTER CORP.

MODEL 6807

Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 700 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 48, 64, 96  
Character Code: Ascii, Ebcidic  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$12,100  
Distribution Method: End User

## DIGITAL ASSOCIATES CORP.

B-600

Print Mechanism: Impact  
Print Technique: Band

**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-11)*

**GENERAL BUSINESS TECHNOLOGY, INC.**  
 3220-LP

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 720 lpm  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 48  
**Optional Character Set Sizes:** 64, 96  
**Character Code:** Ebcodic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 17  
**Price:** \$11,500  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** 1982  
*(See Vendor Profile Page V-15)*

**HETRA COMPUTER & COMMUNICATIONS INC., INC.**  
 MODEL 3100 MEDIUM-SPEED BAND PRINTER

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96, 120  
**Character Code:** Ascii, Ebcodic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Price:** \$14,000  
**Distribution Method:** End User  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** June 1981  
*(See Vendor Profile Page V-16)*

**HEWLETT-PACKARD CO.**  
 9876A/11479A

**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 480 lpm  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 8.5  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** 1980  
*(See Vendor Profile Page V-16)*

**HEWLETT-PACKARD CO.**  
 HP 2611A CHAIN/TRAIN LINE PRINTER

**Print Mechanism:** Impact  
**Print Technique:** Chain/Train  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Price:** \$18,560  
**Distribution Method:** End User  
**Date First Installed:** September 1982

**HEWLETT-PACKARD CO.**  
 HP 2619A CHAIN/TRAIN LINE PRINTER

**Print Mechanism:** Impact  
**Print Technique:** Chain/Train  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Price:** \$26,370

**IBM**  
 3262

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 650 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 48  
**Optional Character Set Sizes:** 64, 96, 128  
**Character Code:** Ebcodic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin Feed  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$15,040  
**Distribution Method:** End User  
**Date First Installed:** August 1979  
*(See Vendor Profile Page V-17)*

**IBM**  
 4973

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 414 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 48  
**Optional Character Set Sizes:** 64, 96  
**Character Code:** Ebcodic  
**Price:** \$14,910  
**Distribution Method:** End User

**IBM**  
 5225-3

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 490 lpm  
**Maximum Characters Per Line:** 98  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 184  
**Character Code:** Ebcodic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold

**Maximum Form Width (in.):** 18  
**Graphics Functions Supported:** Characters  
**Price:** \$15,495  
**Distribution Method:** End User  
**Date First Installed:** October 1980

**IBM**  
 5225-4

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 560 lpm  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 184  
**Character Code:** Ebcodic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 18  
**Price:** \$16,940  
**Distribution Method:** End User  
**Date First Installed:** October 1980

**INTERFACE DATA ELECTRONIK, INC.**  
 MT 660

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, Ebcodic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Curves, Charts, Patterns  
**Colors Supported:** 1  
**Price:** \$9,995  
**Number Installed to Date:** Under 100  
*(See Vendor Profile Page V-18)*

**MANNESMANN TALLY**  
 MT 660

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** All  
**Dot Addressable**  
**Colors Supported:** 4  
**Price:** \$7,995  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** Under 100  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-20)*

**MILTOPE CORP.**  
 TP3000 SERIES THERMAL LINE PRINTER

**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 750 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96, 128  
**Character Code:** Ascii

**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Plotting  
**Colors Supported:** 1  
**Price:** \$16,000  
**Distribution Method:** OEM  
**Number Installed to Date:** Under 100  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-22)*

**NCR CORP.**  
 NCR 5400-3202

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 720 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96  
**Character Code:** Ascii  
**Maximum Form Width (in.):** 17  
**Price:** \$16,800  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-23)*

**NISSEI SANGYO AMERICA, LTD.**  
 AD69

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 128, 192  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$7,000  
**Distribution Method:** OEM  
**Number Installed to Date:** Under 100  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-24)*

**NORTHERN TELECOM, INC.**  
 BAND LINE PRINTER-600

**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$12,900  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** February 1984  
*(See Vendor Profile Page V-24)*

**PRINTRONIX, INC.**  
 P600

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 220  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64

**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Arcs; Curves; Patterns; Bar Code  
**Labeling:** Three-Dimensional  
**Price:** \$7,500  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
*(See Vendor Profile Page V-27)*

**SOUTHERN SYSTEMS, INC.**  
**B-600**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$9,000  
**Distribution Method:** End User  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** September 1978  
*(See Vendor Profile Page V-32)*

**SOUTHERN SYSTEMS, INC.**  
**QT 600**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 600 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 17  
**Price:** \$11,000  
**Distribution Method:** End User  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** April 1981

## Print Speeds 200 to 400 lpm

**AMPAK BUSINESS SYSTEMS, INC.**  
**B300**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Standard Character Set Size:** 132  
**Optional Character Set Sizes:** 48, 64, 96  
**Character Code:** Ascii  
**Communications Port:** Parallel

**Form Feed Method:** Tractor, Friction, Pin  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$7,895  
**Distribution Method:** End User, Third-Party  
*(See Vendor Profile Page V-2)*

**AMPAK BUSINESS SYSTEMS, INC.**  
**P-300**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 lpm  
**Standard Character Set Size:** 196  
**Optional Character Set Sizes:** 64, 96, 128, 132  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Arcs; Patterns; Curves; Bar Code; Three-Dimensional  
**Price:** \$7,395  
**Date First Installed:** 1983

**ANADIX, INC.**  
**DP-6500**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 220  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,995  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-4)*

**ATAT TELETYPE CORP.**  
**MODEL 40 PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Belt  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Forms Access  
**Forms Type Accepted:** Fanfold  
**Price:** \$5,133  
**Distribution Method:** OEM  
**Date First Installed:** October 1976  
*(See Vendor Profile Page V-4)*

**AXIOM CORP.**  
**EX-420**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Electrosensitive  
**Maximum Print Speed:** 550 cps  
**Maximum Characters Per Line:** 137  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64  
**Character Code:** Ascii  
**Communications Port:** Serial,

Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 5  
**Price:** \$745  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-4)*

**AXIOM CORP.**  
**EX-1620**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Electrosensitive  
**Maximum Print Speed:** 960 cps  
**Maximum Characters Per Line:** 160  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 9  
**Price:** \$795  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** October 1982

**BDS CORP.**  
**B300**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 48, 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Pin  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Distribution Method:** End User, Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-4)*

**CIE ELECTRONICS**  
**CI-300**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 233  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14.87  
**Graphics Functions Supported:** Arc; Curves; Patterns  
**Price:** \$4,495  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 2,000  
**Date First Installed:** May 1983  
*(See Vendor Profile Page V-6)*

**COMPUTER DESIGNED SYSTEMS, INC.**  
**PD-600**  
**Print Mechanism:** Impact  
**Print Technique:** Drum  
**Maximum Print Speed:** 280 lpm

**Maximum Characters Per Line:** 132  
**Optional Character Set Sizes:** Any Size  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Arcs; Curves; Patterns; Charts  
**Price:** \$23,000  
**Distribution Method:** End User  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** January 1980  
*(See Vendor Profile Page V-8)*

**COMPUTER DESIGNED SYSTEMS, INC.**  
**PM-450**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 200 lpm  
**Maximum Characters Per Line:** 132  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Arcs; Curves; Patterns; Charts  
**Colors Supported:** 1  
**Price:** \$14,700  
**Distribution Method:** End User  
**Number Installed to Date:** 1,000 - 5,000

**COMPUTER DESIGNED SYSTEMS, INC.**  
**PM-600**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 280 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 132  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14  
**Price:** \$22,900  
**Distribution Method:** End User  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** February 1978

**DATAPoint CORP.**  
**9257**  
**Print Mechanism:** Impact  
**Print Technique:** Band  
**Maximum Print Speed:** 300 lpm  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 64  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Price:** \$8,500  
**Date First Installed:** May 1981  
*(See Vendor Profile Page V-9)*

**DATAPRODUCTS CORP.**  
**B-300**  
**Print Mechanism:** Impact

Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 32  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Sprocket  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$6,822  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1978  
(See Vendor Profile Page V-10)

**DATA SPECIALTIES, INC.**  
**ZEBRA DEMAND PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 263 lpm  
Maximum Characters Per Line: 30  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 3.25  
Graphics Functions Supported: Bar Codes, Graphics  
Colors Supported: 1  
Price: \$3,470  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: September 1982  
(See Vendor Profile Page V-10)

**DIGITAL ASSOCIATES CORP.**  
**B-300**  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 136  
Standard Character Set Size: 64  
Optional Character Set Sizes: 48, 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1979  
(See Vendor Profile Page V-11)

**GENERAL BUSINESS TECHNOLOGY, INC.**  
**5201FA**  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 400 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 9  
Price: \$7,200

Distribution Method: Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-15)

**GENERAL BUSINESS TECHNOLOGY, INC.**  
**5202 LP**  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 400 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 48  
Optional Character Set Sizes: 64, 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$8,000  
Date First Installed: 1980

**GENICOM CORP.**  
**310**  
Print Mechanism: Impact  
Print Technique: Belt  
Maximum Print Speed: 310 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$4,170  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1976  
(See Vendor Profile Page V-15)

**GENICOM CORP.**  
**340**  
Print Mechanism: Impact  
Print Technique: Belt  
Maximum Print Speed: 340 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$4,835  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1976

**GENICOM CORP.**  
**510**  
Print Mechanism: Impact  
Print Technique: Belt  
Maximum Print Speed: 340 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$5,795 to \$6,080  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: September 1979

**HEWLETT-PACKARD CO.**  
**HP 2605A/2605S DOT MATRIX LINE PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Graphics Functions Supported: Raster Graphics  
Price: \$11,170  
Distribution Method: End User  
Date First Installed: December 1978  
(See Vendor Profile Page V-16)

**IBM**  
**5224-2**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 lpm  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 148  
Standard Character Set Size: 96  
Optional Character Set Sizes: 184  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Characters  
Price: \$7,280  
Distribution Method: End User  
Date First Installed: July 1982  
(See Vendor Profile Page V-17)

**IBM**  
**5225-1**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 lpm  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Optional Character Set Sizes: 184  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported: Characters  
Price: \$12,075  
Distribution Method: End User  
Date First Installed: October 1980

**IBM**  
**5225-2**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 lpm  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Optional Character Set Sizes: 184  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Price: \$13,945  
Distribution Method: End User  
Date First Installed: October 1980

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 154**  
Print Mechanism: Impact

Print Technique: Chain/Train  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Colors Supported: 1  
Price: \$4,995  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1978  
(See Vendor Profile Page V-18)

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 202**  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Colors Supported: 1  
Price: \$5,495  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 250  
Date First Installed: June 1978

**INNOVATIVE ELECTRONICS, INC.**  
**INNOVATOR 250**  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Colors Supported: 1  
Price: \$5,195  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: June 1978

**INTERFACE DATA ELECTRONIX, INC.**  
**MT 3000**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported:

Curves; Patterns; Charts

Colors Supported: 1

Price: \$6,995

Number Installed to Date: Under 100

(See Vendor Profile Page V-18)

#### MANNESMANN TALLY

MT 3300

Print Mechanism: Impact

Print Technique: Shuttle

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Price: \$4,995

Distribution Method: OEM, Third-

Party

Number Installed to Date: 5,000 -

10,000

Date First Installed: April 1980

(See Vendor Profile Page V-20)

#### MILTOPE CORP.

HSP 3609-212A HIGH-SPEED LINE

PRINTER

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 400 lpm

Maximum Characters Per Line: 80

Standard Character Set Size: 96

Optional Character Set Sizes: 64,

128, Programmable

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor, Friction

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 10

Price: \$20,000

Distribution Method: OEM

Number Installed to Date: 1,000 -

5,000

Date First Installed: 1975

(See Vendor Profile Page V-22)

#### MILTOPE CORP.

LP 3036 LINE PRINTER

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 96

Standard Character Set Size: 64

Optional Character Set Sizes: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Friction

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 4

Price: \$7,500

Distribution Method: OEM

Number Installed to Date: 500 -

1,000

Date First Installed: 1976

#### MILTOPE CORP.

TP2000 THERMAL LINE PRINTER

Print Mechanism: Nonimpact

Print Technique: Thermal Matrix

Maximum Print Speed: 240 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 64

Optional Character Set Sizes: 96,

128

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Friction

Forms Type Accepted: Roll

Maximum Form Width (in.): 4

Graphics Functions Supported: 400

Dots/Line Graphics

Price: \$7,000

Distribution Method: OEM

Number Installed to Date: Under

100

Date First Installed: June 1977

#### NCR CORP.

NCR 6425

Print Mechanism: Nonimpact

Print Technique: Thermal Matrix

Maximum Print Speed: 240 lpm

Maximum Characters Per Line: 80

Standard Character Set Size: 96

Character Code: Ascii

Communications Port: Serial

Form Feed Method: Friction

Forms Type Accepted: Roll, Fanfold

Maximum Form Width (in.): 9

Price: \$5,800

Distribution Method: End User

Number Installed to Date: 500 -

1,000

Date First Installed: June 1981

(See Vendor Profile Page V-24)

#### NISSEI SANGYO AMERICA,

LTD.

AD30

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 96

Optional Character Set Sizes: 128,

192

Character Code: Ascii

Communications Port: Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 16

Price: \$5,400

Distribution Method: OEM

Number Installed to Date: Under

100

Date First Installed: 1983

(See Vendor Profile Page V-24)

#### NORTHERN TELECOM, INC.

BAND LINE PRINTER-300

Print Mechanism: Impact

Print Technique: Band

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 64

Optional Character Set Sizes: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 16

Price: \$8,980

Distribution Method: End User,

Third-Party

Date First Installed: February 1984

(See Vendor Profile Page V-24)

#### PRINTRONIX, INC.

P300

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 220

Standard Character Set Size: 96

Optional Character Set Sizes: 64

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 16

Graphics Functions Supported:

ArCs; Curves; Patterns; Bar Code

Labeling; Three-Dimensional

Price: \$5,400

Distribution Method: OEM, Third-

Party

Number Installed to Date: 10,000 -

50,000

Date First Installed: 1974

(See Vendor Profile Page V-27)

#### SOUTHERN SYSTEMS, INC.

S-300

Print Mechanism: Impact

Print Technique: Band

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 64

Optional Character Set Sizes: 48,

96

Character Code: Ascii, Ebdic

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 16

Price: \$6,700

Distribution Method: End User

Number Installed to Date: 1,000 -

5,000

Date First Installed: September

1978

(See Vendor Profile Page V-32)

#### SOUTHERN SYSTEMS, INC.

OT 300

Print Mechanism: Impact

Print Technique: Band

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 64

Optional Character Set Sizes: 48,

96

Character Code: Ascii, Ebdic

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold

Maximum Form Width (in.): 17

Price: \$8,000

Distribution Method: End User

Date First Installed: April 1981

#### TRILOG, INC.

C-60

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 300 lpm

Maximum Characters Per Line: 220

Standard Character Set Size: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 16

Graphics Functions Supported:

ArCs; Curves; Patterns; Three-

Dimensional; Charts

Colors Supported: 256

Price: \$11,500

Distribution Method: OEM, Third-

Party

Number Installed to Date: 500 -

1,000

Date First Installed: 1979

(See Vendor Profile Page V-35)

#### TRILOG, INC.

C-100

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 250 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 16

Graphics Functions Supported:

ArCs; Curves; Patterns; Three-

Dimensional; Charts

Colors Supported: 256

Price: \$11,500

Distribution Method: OEM, Third-

Party

Number Installed to Date: 600

Date First Installed: 1979

#### TRILOG, INC.

T-100

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 250 lpm

Maximum Characters Per Line: 132

Standard Character Set Size: 96

Character Code: Ascii

Communications Port: Serial,

Parallel

Form Feed Method: Tractor

Forms Type Accepted: Fanfold,

Roll

Maximum Form Width (in.): 16

Graphics Functions Supported:

Three-Dimensional; ArCs; Curves;

Patterns; Charts

Price: \$7,600

Distribution Method: OEM, Third-

Party

Number Installed to Date: 500 -

1,000

Date First Installed: 1979

#### TRILOG, INC.

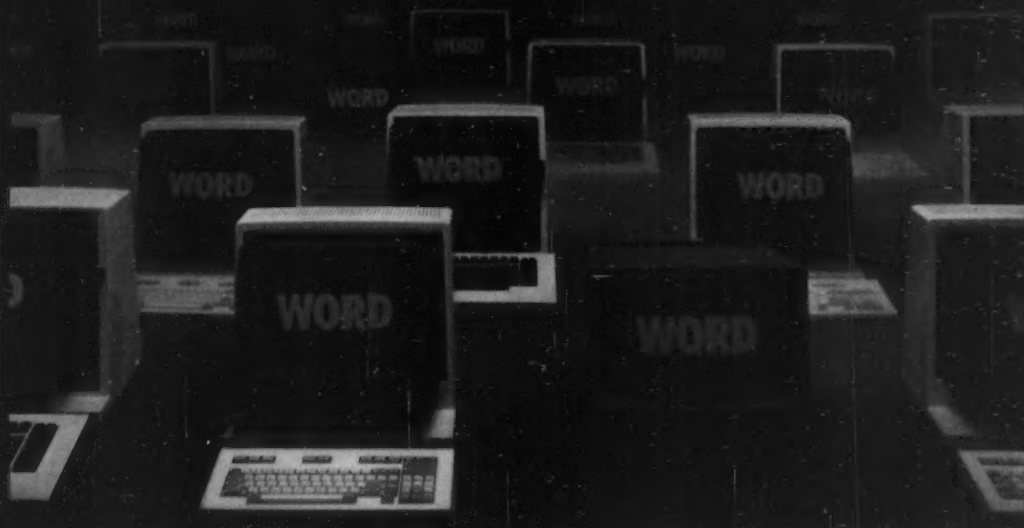
TIP-300

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 300 lpm

## THE AT&T FAMILY OF DATASPEED TERMINALS. WE SPREAD THE WORD.



You need hardworking, multi-functional terminals, dedicated to improving productivity.

AT&T Information Systems can help, with a full line of asynchronous and synchronous data terminal products.

Our DATASPEED® 4000 Terminals are engineered to get along well with people, too. Non-glare, high-resolution black background tilt screens, English language options, and lightweight, detachable keyboards keep users comfortable and productive.

Windowing, split-screen mode, 80- or 132-column screen format, and nonvolatile PF keys help reduce user errors.

### **Conversational and editing terminals that speak for themselves.**

The DATASPEED 4410, 4415, 4420 and 4430 are asynchronous desk-top workstations with superior features and functionality.

The 4410 is a conversational terminal with graphics and sophisticated display capabilities. The 4430 is also conversational, suitable for the multi-point, private line environment.

If you need editing terminals, the 4415 is one of the most functional in its class. The

4420 is feature-rich, engineered to help the non-technical user become proficient quickly.

### **Synchronous terminals on speaking terms with IBM.**

The DATASPEED 4540, Enhanced 4540 and 4540 Touch Screen Terminals are designed for a clustered, polled environment. They're compact, modular and 3270 compatible.

The 4540 and Touch Screen 4540 support SDLC/BSC line protocols. With one of our new controllers, you can upgrade to SNA by simply changing a diskette.

The Enhanced 4540 is SNA/SDLC compatible, and offers a choice of two controllers, standard- or reduced-size displays, and high- or low-profile keyboards.

### **A history of communicating better.**

For over a century AT&T products have set the standards for performance and reliability. Today, 4,000 scientists from Bell Laboratories are working full time to develop and design new business products at AT&T Information Systems Laboratories. Products we support with the largest, most

experienced sales and service force in the industry.

Our DATASPEED Terminals incorporate Information Systems Architecture, the design principle that integrates our products so they perform as one system. As you grow, its flexibility allows for easy system expansion.

To learn how our family of DATASPEED Terminals can increase your productivity, call 1-800-247-1212, Ext. 329.

**WHEN YOU'VE GOT TO BE RIGHT.**



**AT&T**

Information Systems

Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts  
Colors Supported: 256  
Price: \$6,900  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 100 - 500

## WEBER MARKING SYSTEMS

1760  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
(See Vendor Profile Page V-36)

## WEBER MARKING SYSTEMS

2550  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User

## WEBER MARKING SYSTEMS

LEGITRONICS 2060  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 224  
Standard Character Set Size: 128  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts  
Colors Supported: 1  
Price: \$19,800  
Distribution Method: End User  
Number Installed to Date: 100 - 500

## Print Speeds Under 200 lpm

## ADDMASTER CORP.

MODEL 171  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 lpm

Maximum Characters Per Line: 21  
Optional Character Set Sizes: 96  
Character Code: Ascii, Baudot  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2.25  
Price: \$345  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: November 1981  
(See Vendor Profile Page V-1)

## ADDMASTER CORP.

MODEL 172  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 lpm  
Maximum Characters Per Line: 21  
Optional Character Set Sizes: 96  
Character Code: Ascii, Baudot  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2.25  
Price: \$345  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: Under 100

## AMPAK BUSINESS SYSTEMS, INC.

MVP S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Graphs; Arcs; Curves; Patterns; Three-Dimensional  
Price: \$5,195  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-2)

## ANDERSON JACOBSON, INC.

AJ 650  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 123 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$3,400  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

## AXIOM CORP.

GP 550  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 96 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$295  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1984  
(See Vendor Profile Page V-4)

## AXIOM CORP.

GP 700  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 50 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Sizes: 40  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$599  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1984

## COMPU PRINTER

### INTERNATIONAL, INC. (COMPRINT)

912 ALPHA-NUMERIC SERIES  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 170 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$495  
Distribution Method: End User  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: 1979  
(See Vendor Profile Page V-7)

## COMPU PRINTER

### INTERNATIONAL, INC. (COMPRINT)

912 GO  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 170 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: All Graphics  
Price: \$995  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1980

## COMPUTER DESIGNED

### SYSTEMS, INC.

PD-400  
Print Mechanism: Impact  
Print Technique: Band  
Maximum Print Speed: 180 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 48, Any Option  
Character Code: Ascii, Ebdic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$22,000  
Number Installed to Date: 100 - 500  
Date First Installed: October 1980  
(See Vendor Profile Page V-8)

## COMPUTER DESIGNED

### SYSTEMS, INC.

PD-300  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 140 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: Any Option  
Character Code: Ascii, Ebdic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts  
Colors Supported: 2  
Price: \$23,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1980

## COMPUTER DESIGNED

### SYSTEMS, INC.

PM-300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 lpm  
Standard Character Set Size: 64  
Optional Character Set Sizes: 132  
Character Code: Ascii, Ebdic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts  
Colors Supported: 1  
Price: \$13,500  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: February 1978

## DIAN CONTROLS, INC.

BS10  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 20 lpm  
Optional Character Set Sizes: Variable  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet

Maximum Form Width (in.): 5  
Price: \$5,600  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1979  
(See Vendor Profile Page V-11)

**DIGITEC**  
**DESKTOP 6430 SERIES**  
Print Mechanism: Nonimpact  
Print Technique: Electrostatic  
Maximum Print Speed: 144 lpm  
Maximum Characters Per Line: 32  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Price: \$399  
Distribution Method: End User,  
OEM  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: 1978  
(See Vendor Profile Page V-12)

**DIGITEC**  
**DESKTOP 6470 SERIES**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 144 lpm  
Maximum Characters Per Line: 21  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Price: \$445  
Distribution Method: End User,  
OEM  
Date First Installed: 1978

**DIGITEC**  
**DIGITAL PANEL PRINTER 6630**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Graphics  
Colors Supported: 1  
Price: \$565  
Distribution Method: End User,  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: August 1983

**DIGITEC**  
**PANEL MOUNT PRINTER 6610**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll

Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Special  
Price: \$495  
Distribution Method: End User,  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: May 1983

**DIGITEC**  
**PANEL MOUNT PRINTER 6611**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Custom  
Colors Supported: 1  
Price: \$525  
Distribution Method: End User,  
OEM  
Number Installed to Date: Under  
100  
Date First Installed: January 1984

**DIGITEC**  
**PANEL MOUNT PRINTER 6620**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 42 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2  
Graphics Functions Supported:  
Special  
Price: \$495  
Distribution Method: End User,  
OEM  
Number Installed to Date: Under  
100  
Date First Installed: August 1983

**GENICOM CORP.**  
**200 LINE PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17  
Price: \$2,590 to \$3,010  
Distribution Method: OEM, Third-  
Party  
Date First Installed: April 1978  
(See Vendor Profile Page V-15)

**IBM**  
**5224-1**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 lpm  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96

Optional Character Set Sizes: 128,  
164  
Character Code: Ebdic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 18  
Graphics Functions Supported:  
Characters  
Price: \$6,395  
Distribution Method: End User  
Date First Installed: July 1982  
(See Vendor Profile Page V-17)

**IDEOGRAPHIX, INC.**  
**IPX MODEL 3000**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$11,000  
Distribution Method: End User,  
OEM  
Number Installed to Date: 500 -  
1,000  
(See Vendor Profile Page V-17)

**JOHN FLUKE**  
**MANUFACTURING CO., INC.**  
**2020A**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 180 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 75  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Belt  
Drive  
Forms Type Accepted: Roll  
Graphics Functions Supported: Plot  
Mode  
Price: \$1,200  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: January 1979  
(See Vendor Profile Page V-19)

**MEMODYNE CORP.**  
**MAP-PAC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$625  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
(See Vendor Profile Page V-21)

**MEMODYNE CORP.**  
**MAP-PBC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm

Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$625  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: January 1981

**MEMODYNE CORP.**  
**MAP-SBC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$725  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

**MEMODYNE CORP.**  
**MAP-20 IAC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$875  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

**MEMODYNE CORP.**  
**MAP-20 IEC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$875  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

**MEMODYNE CORP.**  
**MAP-20 SAC**  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$725  
Distribution Method: End User,  
OEM

# Line Printers

Under 200 lpm

Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1981

## MEMODYNE CORP. MAP-20 SEC

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 110 lpm  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$725  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000

## NCR CORP. NCR 6410

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 90 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Price: \$2,200  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-24)

## PRINTRONIX, INC. MVP LINE PRINTER

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 220  
Standard Character Set Size: 224  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Plotting; Forms Generation; Dot Addressable; Logos; Bar Codes  
Price: \$3,745  
Distribution Method: Third-Party  
(See Vendor Profile Page V-27)

## RACAL-DANA INSTRUMENTS, LTD.

1001 THERMAL  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 3 lpm  
Maximum Characters Per Line: 10  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$1,300  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: June 1980  
(See Vendor Profile Page V-28)

## RACAL-DANA INSTRUMENTS, LTD.

1002 THERMAL  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 3 lpm  
Maximum Characters Per Line: 10  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 3  
Price: \$1,600  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: June 1980

## RAMTEK CORP. 4100 COLORGRAPHIC PRINTER

Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 40 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Graphics Functions Supported: Arcs; Curves; Patterns  
Colors Supported: 8  
Price: \$6,995  
Distribution Method: End User, OEM  
(See Vendor Profile Page V-28)

## RENAISSANCE MARKETING, INC.

RENAISSANCE LP7000  
Print Mechanism: Impact  
Print Technique: Chain/Train  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 75  
Optional Character Set Size: 48, 64, 96  
Character Code: Ebcidic  
Form Feed Method: Tractor, Pin Feed  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 19  
Price: \$19,000  
Distribution Method: End User, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1974  
(See Vendor Profile Page V-30)

## TAB PRODUCTS CO. M183

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15 1/2  
Graphics Functions Supported: Arcs; Curves; Patterns; Three-Dimensional  
Price: \$1,299  
Distribution Method: End User

Date First Installed: April 1982  
(See Vendor Profile Page V-33)

## TAB PRODUCTS CO. M184

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15 1/2  
Graphics Functions Supported: Arcs; Curves; Patterns  
Price: \$1,739  
Distribution Method: End User  
Date First Installed: June 1983

## TAB PRODUCTS CO. M188

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15.5  
Graphics Functions Supported: Arcs; Curves; Patterns; Three-Dimensional  
Price: \$2,030  
Distribution Method: End User  
Date First Installed: June 1984

## TANDY CORP. LMP 2150

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 30  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,995  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

## TRIFORMATION SYSTEMS, INC.

LED-120  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 13  
Graphics Functions Supported: Arcs; Curves; Charts; Three-Dimensional

Price: \$14,500  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: June 1970  
(See Vendor Profile Page V-35)

## TRILOG, INC. C-144

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 190 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Arcs; Curves; Patterns; Three-Dimensional; Charts  
Colors Supported: 256  
Price: \$11,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1979  
(See Vendor Profile Page V-35)

## TRILOG, INC. TIP-150

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Arcs; Curves; Patterns; Three-Dimensional; Charts  
Price: \$3,900  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: January 1983

## VISTA SCIENTIFIC CORP. MODEL 722

Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 40 lpm  
Maximum Characters Per Line: 22  
Standard Character Set Size: 64  
Optional Character Set Size: 48, 16  
Character Code: Ascii, Hexdecimal  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 2.5  
Colors Supported: 1  
Price: \$2,300  
Distribution Method: OEM  
Number Installed to Date: 1,350  
Date First Installed: March 1969  
(See Vendor Profile Page V-36)

## Line Printers • Serial Printers

### WEBER MARKING SYSTEMS

1750  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: May 1984  
(See Vendor Profile Page V-36)

### WEBER MARKING SYSTEMS

5550  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User

Date First Installed: May 1984

### WEBER MARKING SYSTEMS LEGITRONICS 2050

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 224  
Standard Character Set Size: 128  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Arcs; Curves; Patterns;  
Colors Supported: 1  
Price: \$15,000  
Distribution Method: End User  
Number Installed to Date: 500 - 1,000  
Date First Installed: November 1981

**Line Printers  
Without  
Specified Speed**

### DATASOUTH COMPUTER

DS-220  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii, APL  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 12  
Graphics Functions Supported:  
Arc; Patterns; Charts  
Colors Supported: 8  
Price: \$1,995  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

### MEMODYNE CORP.

MAP-PEC  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$625  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-21)

### PRINTACOLOR CORP.

IS-1040  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Charts; Curves  
Price: \$5,495  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-27)

## Serial Printers

### Print Speeds Over 500 cps

### A.B. DICK CO.

VIDEO JET PRINTER 9400 SERIES  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 1,375 cps  
Maximum Characters Per Line:  
Variable  
Standard Character Set Size:  
Variable  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Conveyor  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Graphics Functions Supported: Any  
Colors Supported: 6  
Price: \$75,000 to \$325,000  
Distribution Method: End User  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: 1980  
(See Vendor Profile Page V-1)

### DATAPRODUCTS CORP.

8070  
Print Mechanism: Impact  
Print Technique: Dot Matrix

Maximum Print Speed: 700 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted:  
Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 4  
Price: \$2,195  
Date First Installed: March 1984  
(See Vendor Profile Page V-10)

### FLORIDA DATA CORP.

OSP 110  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 192  
Optional Character Set Sizes:  
Variable  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 11  
Graphics Functions Supported: Any  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: January 1984  
(See Vendor Profile Page V-14)

### FLORIDA DATA CORP.

OSP 125  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 236  
Standard Character Set Size: 192  
Optional Character Set Sizes: Up to 100  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster Graphic  
Price: \$4,500  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: September 1981

### FRANCHISE MAILING SYSTEMS

DOMINO UNIJET  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 1,523 cps  
Maximum Characters Per Line: 255  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port:

Serial, Parallel  
Price: \$15,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1979  
(See Vendor Profile Page V-14)

### INFORMATION DEVICES CORP.

RMS-600 REMOTE BATCH  
PRINTER/PLOTTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 600 cps  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Arcs; Curves; Patterns; Three-  
Dimensional; Charts  
Price: \$21,000  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: Under 100  
Date First Installed: December 1980  
(See Vendor Profile Page V-17)

### SCI SYSTEMS, INC.

SCI MODEL 1110  
Print Mechanism: Nonimpact  
Print Technique: Electroresistive

Maximum Print Speed: 2,200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 4  
Distribution Method: OEM  
Date First Installed: 1977  
(See Vendor Profile Page V-31)

**SCI SYSTEMS, INC.**  
SCI MODEL 1180  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 1,100 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2.2  
Price: \$1,000  
Distribution Method: OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1980

## 301 to 500 cps Print Speeds

**AT&T TELETYPE CORP.**  
AP-200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Price: \$3,868  
Distribution Method: Third-Party  
Date First Installed: July 1981  
(See Vendor Profile Page V-4)

**AUTOMATIC FUNDS  
TRANSFER SERVICES, INC.**  
AFT 250  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Continuous  
Maximum Form Width (in.): 16  
Price: \$22,500  
Distribution Method: End User  
(See Vendor Profile Page V-4)

**CENTRONICS DATA  
COMPUTER CORP.**  
MODEL 357  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps

Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 7  
International  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Price: \$2,750  
Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-6)

**CENTRONICS DATA  
COMPUTER CORP.**  
MODEL 358  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 7  
International  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Colors Supported: 7  
Price: \$3,150  
Distribution Method: End User,  
OEM, Third-Party

**DATAMEDIA CORP.**  
MODEL 920 PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 181  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Full  
Business Graphics  
Price: \$2,395  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

**DATAPRODUCTS CORP.**  
M-200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,000  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1978  
(See Vendor Profile Page V-10)

**DENNISON MANUFACTURING  
CO.**  
4205  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128,  
256, Variable  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Price: \$7,995  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: December 1983  
(See Vendor Profile Page V-11)

**DIABLO SYSTEMS, INC.**  
DOT MATRIX 36  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,200  
Distribution Method: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-11)

**GENERAL BUSINESS  
TECHNOLOGY, INC.**  
52200P  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$5,400  
Distribution Method: End User,  
Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-15)

**GENERAL BUSINESS  
TECHNOLOGY, INC.**  
52200P  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Maximum Form Width (in.): 15  
Price: \$4,750  
Distribution Method: Third-Party  
Date First Installed: 1983

**GENICOM CORP.**  
3404  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps

Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin Feed  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 16  
Price: \$2,610 to \$2,650  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1982  
(See Vendor Profile Page V-15)

**GENICOM CORP.**  
GE 3400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 16  
Price: \$2,450 to \$2,450  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1982

**INFOSCRIBE, INC.**  
1500  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 72  
x 72 pixels, 144 x 144 pixels  
Price: \$2,495  
Distribution Method: End User,  
OEM  
Number Installed to Date: Under  
100  
(See Vendor Profile Page V-18)

**INTERFACE DATA  
ELECTRONIK, INC.**  
MT 440L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Colors; Patterns; Charts  
Curves Supported: 4

Number Installed to Date: Under 100  
(See Vendor Profile Page V-18)

#### MEMOREX CORP. 2065 MULTIFUNCTION MATRIX PRINTER

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 144  
Character Code: Ascii, Ebcidic  
Form Feed Method: Tractor, Friction, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$6,495  
Distribution Method: End User  
Date First Installed: November 1983  
(See Vendor Profile Page V-21)

#### NCR CORP.

NCR 8442 DUAL MODE  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 325 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Business Graphics  
Price: \$3,700  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-23)

#### OKIDATA CORP.

PACEMARK 2350  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 2  
Price: \$2,595  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-25)

#### OKIDATA CORP.

PACEMARK 2410  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 6  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 2  
Price: \$2,995

Distribution Method: OEM, Third-Party  
Date First Installed: March 1983

#### PRINTEK, INC.

PRINTEK 920  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Point Addressable  
Colors Supported: 1  
Price: \$2,395  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-27)

#### SINGER DATA PRODUCTS

612  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Graphics Functions Supported: Dot Addressable  
Price: \$2,600  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-32)

#### SINGER DATA PRODUCTS

815  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 400 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14.5  
Colors Supported: 4  
Price: \$3,000  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000

#### SOUTHERN SYSTEMS, INC.

M-200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132

Standard Character Set Size: 128  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 160  
Price: \$3,000  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-32)

#### TEKTRONIX, INC.

4643  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$4,300  
Distribution Method: End User  
(See Vendor Profile Page V-34)

#### TEXAS INSTRUMENTS, INC.

OMNI 800 MODEL 880  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 350 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable; Patterns; Charts  
Price: \$2,195  
(See Vendor Profile Page V-35)

#### VECTOR GRAPHIC, INC.

M200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,450  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-36)

**Print Speeds  
100 to 300 cps**

#### ADVANCED MATRIX TECHNOLOGY, INC. OFFICE PRINTER

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 72  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts  
Colors Supported: 7  
Price: \$2,895  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: February 1984  
(See Vendor Profile Page V-1)

#### AMPAK BUSINESS SYSTEMS, INC.

152-S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,895  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-2)

#### AMPAK BUSINESS SYSTEMS, INC.

351-S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$4,395  
Date First Installed: 1981

#### AMPAK BUSINESS SYSTEMS, INC.

352-S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$3,995  
Date First Installed: 1981

# Serial Printers

100 to 300 cps

## AMPAK BUSINESS SYSTEMS, INC.

FX-80 S/34, 36, 38  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Graphs; Curves; Patterns; Charts  
Price: \$2,595  
Distribution Method: End User, Third-Party  
Date First Installed: 1984

## ANADEX, INC.

DP-9001B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: High-Density  
Price: \$1,625  
Distribution Method: OEM, Third-Party  
Date First Installed: October 1980  
(See Vendor Profile Page V-2)

## ANADEX, INC.

DP-9500B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,280  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000

## ANADEX, INC.

DP-9501B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,280

Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: May 1980

## ANADEX, INC.

DP-9620B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,380  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000

## ANADEX, INC.

DP-9620B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,500  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: March 1983

## ANADEX, INC.

DP-9725B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Address  
Colors Supported: 15  
Price: \$1,625  
Number Installed to Date: 100 - 500  
Date First Installed: December 1983

## ANADEX, INC.

WP-6000 MULTIMODE PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 285 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13

Graphics Functions Supported: All  
Dot Addressable  
Price: \$2,700  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: October 1982

## ANADEX, INC.

DP-9000B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 95  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 13  
Price: \$1,200  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000

## ANDERSON JACOBSON, INC.

AJ864  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 225  
Standard Character Set Size: 132  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebdic  
Communications Port: Serial, Friction, Pin Feed  
Form Feed Method: Tractor, Friction, Pin Feed  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Curves; Patterns; Charts  
Colors Supported: 1  
Price: \$2,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

## APPLE COMPUTER, INC.

APPLE DOT MATRIX PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: Variable  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: High-Resolution  
Colors Supported: 1  
Price: \$695  
Distribution Method: Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-3)

## APPLE COMPUTER, INC.

IMAGEWRITER  
Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Price: \$595  
Distribution Method: Third-Party  
Date First Installed: January 1984

## AT&T INFORMATION SYSTEMS

470/473/475  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Standard Character Set Size: 96  
Character Code: Ascii, Ebdic  
Communications Port: Serial, Parallel  
Price: \$695  
Date First Installed: July 1984  
(See Vendor Profile Page V-4)

## AXIOM CORP.

EX401A  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 192 cps  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 5  
Price: \$425  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: September 1977  
(See Vendor Profile Page V-4)

## AXIOM CORP.

EX 401B  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 192 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 5  
Price: \$599  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: September 1977

## AXIOM CORP.

EX 1601  
Print Mechanism: Nonimpact  
Print Technique: Electrosensitive  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96

Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$589  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: 1977

**BDS CORP.**

GP300L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Graphs; Bar Codes  
Distribution Method: End User,  
OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-4)

**BUSINESS INFORMATION  
SYSTEMS, INC.**

C-4180  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 126  
Optional Character Set Sizes: 48,  
User Selection  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Price: \$27,000  
Distribution Method: OEM, Third-  
Party  
Date First Installed: 1981  
(See Vendor Profile Page V-5)

**BUSINESS INFORMATION  
SYSTEMS, INC.**

C-4220  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Optional Character Set Sizes: User  
Selection  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable  
Price: \$2,000  
Distribution Method: OEM, Third-  
Party  
Date First Installed: 1983

**BUSINESS INFORMATION  
SYSTEMS, INC.**

C-4510  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 48,  
128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Arcs; Charts; Three-Dimensional;  
Curves; Diagrams  
Price: \$675  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1981

**CANON U.S.A., INC.**

A 1200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Pin  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 1  
Price: \$595  
Distribution Method: Third-Party  
(See Vendor Profile Page V-5)

**CANON U.S.A., INC.**

PW 1080A  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
European  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot  
Addressable  
Price: \$595  
Date First Installed: April 1984

**CANON U.S.A., INC.**

PW 1156A  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 156  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 17  
Graphics Functions Supported: Dot  
Addressable

Price: \$895  
Number Installed to Date: 500 -  
1,000

**CAPITOL CIRCUITS CORP.**

S400G  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8  
Graphics Functions Supported: Dot  
Addressable  
Price: \$1,095  
Distribution Method: End User,  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: January 1984  
(See Vendor Profile Page V-5)

**CAPITOL CIRCUITS CORP.**

SERIES S400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8  
Price: \$985  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1982

**CAPITOL CIRCUITS CORP.**

SERIES S400T  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 3.5  
Price: \$985  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: 1982

**CARDCO, INC.**

LQ/1  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128,  
256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet

Maximum Form Width (in.): 13  
Price: \$650  
Distribution Method: Third-Party  
Date First Installed: February 1984  
(See Vendor Profile Page V-5)

**CARDCO, INC.**

LQ/2  
Print Mechanism: Impact  
Print Technique: Drum  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.7  
Price: \$350  
Distribution Method: Third-Party

**CARDCO, INC.**

LQ/3  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128,  
256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 11  
Price: \$450  
Distribution Method: Third-Party  
Date First Installed: 1984

**CARDINAL SCALE  
MANUFACTURING CO.**

CARDINAL 3170  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Optional Character Set Sizes:  
Programmable  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 14.86  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 1  
Price: \$2,150  
Distribution Method: End User,  
OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: March 1981  
(See Vendor Profile Page V-5)

**CENTRONICS DATA  
COMPUTER CORP.**

MODEL 150  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 1  
International  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin

Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Distribution Method: OEM  
(See Vendor Profile Page V-6)

## CENTRONICS DATA COMPUTER CORP.

MODEL 152  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Standard Character Set Size: 96  
Optional Character Set Sizes: 1 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Distribution Method: OEM

## CENTRONICS DATA COMPUTER CORP.

MODEL 150  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 96, French  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Distribution Method: OEM

## CENTRONICS DATA COMPUTER CORP.

MODEL 351 PRINTSTATION  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 7 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,195  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1982

## CENTRONICS DATA COMPUTER CORP.

MODEL 352 PRINTSTATION  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 7 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet

Maximum Form Width (in.): 15  
Price: \$2,295  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: March 1982

## CENTRONICS DATA COMPUTER CORP.

MODEL 353 PRINTSTATION  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 7 International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,495  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: April 1982

## G. ITOH DIGITAL PRODUCTS MODEL 8600 SERIES

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 95  
Form Feed Method: Tractor  
Forms Type Accepted: Pin Feed  
Communications Port: Serial, Parallel  
Price: \$1,125 to \$1,395  
(See Vendor Profile Page V-6)

## G. ITOH DIGITAL PRODUCTS MODEL 1550 SERIES

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 95  
Communications Port: Serial, Parallel  
Price: \$1,125 to \$1,170

## G. ITOH DIGITAL PRODUCTS MODEL 8510 S SERIES

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 95  
Communications Port: Serial, Parallel  
Price: \$795

## G. ITOH DIGITAL PRODUCTS MODEL 8510 B SERIES

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 95  
Communications Port: Serial, Parallel  
Price: \$595

## C. ITOH ELECTRONICS 1550E

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii

Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$995  
(See Vendor Profile Page V-6)

## C. ITOH ELECTRONICS 1550SCE

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$1,225

## C. ITOH ELECTRONICS 1570

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.5  
Graphics Functions Supported: Dot Addressable  
Price: \$1,995  
Number Installed to Date: Under 100

## C. ITOH ELECTRONICS 7500E

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 105 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 64, 110, International  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$425

## C. ITOH ELECTRONICS 8510E

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$495

## C. ITOH ELECTRONICS 8510SCE

Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 4.5  
Price: \$995

## COMPUTER DESIGNED SYSTEMS, INC.

PM-180  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arcs; Patterns; Curves; Charts  
Colors Supported: 2  
Price: \$6,595  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977  
(See Vendor Profile Page V-8)

## COMPUTER DESIGNED SYSTEMS, INC.

PM-200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arc; Patterns; Curves; Charts  
Colors Supported: 2  
Price: \$8,500  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977

## COMPUTER DESIGNED SYSTEMS, INC.

PM-210  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 210 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii, Ebcidic, A  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin

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**C. Itoh**

**DIGITAL PRODUCTS**

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Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts  
Colors Supported: 2  
Price: \$9,200  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977

**COMPUTER TRANSCREIVER SYSTEMS, INC.**  
EXECUPORT 1205  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 18  
Price: \$995  
Distribution Method: End User  
Date First Installed: July 1984  
(See Vendor Profile Page V-8)

**COMPUTER TRANSCREIVER SYSTEMS, INC.**  
EXECUPORT 1240  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: July 1984

**CRADEN PERIPHERALS CORP.**  
DP 4  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 156 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 96  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 6.5  
Graphics Functions Supported: Charts; Curves; Patterns  
Price: \$3,200  
Distribution Method: Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page V-9)

**CROMEMCO, INC.**  
315  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 12

Price: \$1,295  
Distribution Method: Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: September 1981  
(See Vendor Profile Page V-9)

**CROMEMCO, INC.**  
3703  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 192  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$3,195  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1977

**DATA GENERAL CORP.**  
4434  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 160  
Standard Character Set Size: 96  
Optional Character Set Sizes: International  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot  
Distribution Method: End User, OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-9)

**DATAMEDIA CORP.**  
MODEL 910 PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 181  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Full  
Business Graphics  
Price: \$1,595  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

**DATAPoint CORP.**  
9621  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Pin

Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,500  
Distribution Method: End User, OEM  
Date First Installed: June 1979  
(See Vendor Profile Page V-10)

**DATAPRODUCTS CORP.**  
8010  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 9.5  
Graphics Functions Supported: Dot  
Addressable  
Price: \$649  
Date First Installed: March 1984  
(See Vendor Profile Page V-10)

**DATAPRODUCTS CORP.**  
8020  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable  
Price: \$849  
Date First Installed: March 1984

**DATAPRODUCTS CORP.**  
8050  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 4  
Price: \$1,695  
Date First Installed: March 1984

**DATAPRODUCTS CORP.**  
M-100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 15  
Graphics Functions Supported: Three-Dimensional; Automatic Bar Codes; Curves; Automatic Blocks; Patterns  
Price: \$2,950  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1981

**DATAPRODUCTS CORP.**  
M-120  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Price: \$2,700  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1980

**DATAPRODUCTS CORP.**  
P 80  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 96  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 8  
Price: \$1,299  
Distribution Method: Third-Party  
Date First Installed: January 1982

**DATAPRODUCTS CORP.**  
P 132  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot  
Addressable  
Colors Supported: 8  
Price: \$1,499  
Distribution Method: Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: January 1982

**DATASOUTH COMPUTER**  
DS 180 MATRIX PRINTER  
Print Mechanism: Impact

**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, APL  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Colors Supported:** 1  
**Price:** \$1,595  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** June 1980  
*(See Vendor Profile Page V-10)*

#### DELTA DATA SYSTEMS CORP. DR 5000T

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 185 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** International  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** Dot Addressable  
**Distribution Method:** End User, OEM  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-11)*

#### DENNISON MANUFACTURING CO. 4202

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 80  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 128, Variable  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll  
**Price:** \$4,795  
**Distribution Method:** End User  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** April 1983  
*(See Vendor Profile Page V-11)*

#### DENNISON MANUFACTURING CO. 7203

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 80  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 128, 256, Variable  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll  
**Price:** \$5,495  
**Distribution Method:** End User  
**Number Installed to Date:** 75

**Date First Installed:** July 1983

#### DIABLO SYSTEMS, INC. MODEL 32 CQ

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Pin  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$995  
**Distribution Method:** Third-Party  
**Date First Installed:** October 1982  
*(See Vendor Profile Page V-11)*

#### DIGITAL EQUIPMENT CORP. LETTERPRINTER 100

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 240 cps  
**Maximum Characters Per Line:** 132  
**Optional Character Set Sizes:** 128, Variable  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Bit-Mapped  
**Price:** \$1,595 to \$2,295  
**Distribution Method:** End User, OEM, Third-Party  
*(See Vendor Profile Page V-11)*

#### DIGITAL MATRIX

**DURAWRITER 80**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$1,050  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-11)*

#### DIGITAL MATRIX

**DURAWRITER 132**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 165 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold

**Maximum Form Width (in.):** 17  
**Graphics Functions Supported:** Dot Addressable; Patterns  
**Price:** \$1,295  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** February 1981

#### DIGITAL MATRIX FORMWRITER 80

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 150 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 11  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 1  
**Price:** \$1,195  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** June 1982

#### DIGITAL MATRIX FORMWRITER-132

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 165 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Dot Addressable  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** June 1982

#### DURANGO SYSTEMS, INC. POPPYWRITER

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 165 cps  
**Maximum Characters Per Line:** 218  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 3 3/4  
**Graphics Functions Supported:** Curves; Patterns; Charts  
**Price:** \$1,995  
**Distribution Method:** End User, OEM  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-12)*

#### EATON PRINTER PRODUCTS 4000T

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix

**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 40  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 1  
**Price:** \$1,200 to \$1,300  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** September 1983  
*(See Vendor Profile Page V-13)*

#### ENVISION MODEL 430 COLOR VECTOR PRINTER

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 300 cps  
**Maximum Characters Per Line:** 144  
**Standard Character Set Size:** 128  
**Optional Character Set Sizes:** 196  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Arcs; Three-Dimensional; Curves; Charts; Patterns  
**Colors Supported:** 8  
**Price:** \$3,495  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** November 1982  
*(See Vendor Profile Page V-13)*

#### EPSON AMERICA, INC.

**FX-80**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Curves; Patterns; Charts  
**Colors Supported:** 2  
**Price:** \$599  
**Distribution Method:** Third-Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-14)*

#### EPSON AMERICA, INC. FX-100

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 16  
**Price:** \$895

## EPSON AMERICA, INC.

LQ 1500  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Curves, Arcs, Charts, Three-Dimensional  
Price: \$1,395  
Date First Installed: April 1984

## EPSON AMERICA, INC.

RX-100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Graphics Functions Supported: Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$699  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: August 1983

## FLORIDA DATA CORP.

OSP 130  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 236  
Standard Character Set Size: 192  
Optional Character Set Sizes: Up to 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported: Raster, Graphic  
Price: \$4,100  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-14)

## FUJITSU AMERICA, INC.

DPN30 (DAISYWRITER MATRIX 9)  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 255  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Price: \$695  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100

Date First Installed: July 1984  
(See Vendor Profile Page V-15)

## GENERAL BUSINESS TECHNOLOGY, INC.

5203DP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-15)

## GENERAL BUSINESS TECHNOLOGY, INC.

5203MP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1981

## GENERAL BUSINESS TECHNOLOGY, INC.

5207FA  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 9  
Price: \$2,595  
Distribution Method: End User, Third-Party  
Date First Installed: 1982

## GENERAL BUSINESS TECHNOLOGY, INC.

5207MP  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$2,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1982

## GENERAL BUSINESS TECHNOLOGY, INC.

5210BL

Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts, Bar Charts, Boxes  
Colors Supported: 1  
Price: \$4,995  
Distribution Method: End User, Third-Party  
Date First Installed: 1983

## GENICOM CORP.

3024  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$1,495 to \$1,550  
Distribution Method: OEM, Third-Party  
Date First Installed: December 1983  
(See Vendor Profile Page V-15)

## GENICOM CORP.

3180  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,990 to \$2,030  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

## GENICOM CORP.

3181  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$1,930 to \$2,030  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

## GENICOM CORP.

3185  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps

Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$2,130 to \$2,230  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

## GENICOM CORP.

3300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,210 to \$2,250  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982

## GENICOM CORP.

3304  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$2,450 to \$2,490  
Distribution Method: OEM, Third-Party  
Date First Installed: 1982

## GENICOM CORP.

GE 3014  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Placement  
Price: \$1,195 to \$1,199  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: December 1983

## GENICOM CORP.

GE 3184  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps



# Number One Warranty.

Epson® printers last longer. So we back them longer.

Every Epson printer sold in the U.S. is backed for one full year on parts and labor. That's four times longer than the "average" printer warranty.

That's also why we call it the Number One Warranty.

#### Taking care of No. 1.

Epson makes the best-selling printers for personal computers in the world. Part of the reason is a reliability rate approaching 100%, and still climbing.

And in the unlikely event that

you ever do need service, it is comforting to know that there are more than a thousand Epson Service Centers from coast to coast.

It's also comforting to know that the most you can pay for in the first year are ribbons and paper.

#### Why are we so generous?

Every single Epson component must meet rigid quality control standards before assembly. And every finished printer is extensively tested before it leaves the factory.

So frankly, we don't anticipate you'll have any trouble.

#### A logical conclusion.

If you want a printer that works and keeps on working, year after year after year, you want an Epson.

Number one. And built like it.

**EPSON**  
EPSON AMERICA, INC.

2780 Lomita Boulevard, Torrance, CA 90505 • Call (800) 421-5426 for the Epson dealer in your area. In California call (213) 539-9140.

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Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,190 to \$2,230  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1982

**HEWLETT-PACKARD CO.**  
HP 2631B  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,970  
Distribution Method: End User  
Date First Installed: July 1980  
(See Vendor Profile Page V-16)

**HEWLETT-PACKARD CO.**  
HP 2631G  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$3,970  
Distribution Method: End User  
Date First Installed: July 1980

**HEWLETT-PACKARD CO.**  
HP 2671G  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 9  
Price: \$1,240  
Distribution Method: End User  
Date First Installed: May 1981

**HEWLETT-PACKARD CO.**  
HP 2673A  
Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 256  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 9  
Price: \$1,240

Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: May 1981

**HEWLETT-PACKARD CO.**  
THINKJET  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 150 cps  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Dot Addressable  
Price: \$495  
Distribution Method: Third-Party  
Date First Installed: April 1984

**IBM**  
4974  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Character Code: Ebcidic  
Maximum Form Width (in.): 3  
Price: \$3,470  
Distribution Method: End User, OEM  
(See Vendor Profile Page V-17)

**IBM**  
4975 2L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ebcidic  
Communications Port: Serial  
Maximum Form Width (in.): 15  
Price: \$4,175  
Distribution Method: End User  
Date First Installed: August 1981

**IBM**  
5242  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,975  
Distribution Method: End User  
Date First Installed: July 1981

**IBM**  
5256-3  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 96  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet

Maximum Form Width (in.): 15  
Price: \$4,535  
Distribution Method: End User  
Date First Installed: January 1978

**INFORMER COMPUTER TERMINALS, INC.**  
387 MATRIX PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 13  
Graphics Functions Supported: 64 Symbols  
Price: \$700 to \$1,100  
Distribution Method: End User  
Date First Installed: April 1982  
(See Vendor Profile Page V-18)

**INFO RUNNER**  
RITEMAN II  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 224  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 9  
Price: \$549 to \$599  
(See Vendor Profile Page V-18)

**INFO RUNNER**  
RITEMAN PLUS  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 224  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 9  
Price: \$399

**INFOSCRIBE, INC.**  
500  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 17.78  
Price: \$1,345  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1981

(See Vendor Profile Page V-18)  
**INFOSCRIBE, INC.**  
1000  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Price: \$1,645  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1982

**INFOSCRIBE, INC.**  
1100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: 72 x 72 pixels; 144 x 144 pixels  
Colors Supported: 1  
Price: \$1,795  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1983

**INFOSCRIBE, INC.**  
1200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Graphics Functions Supported: 72 x 72 pixels; 144 x 144 pixels  
Colors Supported: 8  
Price: \$1,995  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1983

**INFOSCRIBE, INC.**  
1400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16

Graphics Functions Supported: 72 x 72 pixels; 144 x 144 pixels  
 Price: \$1,995  
 Distribution Method: End User,  
 OEM  
 Number Installed to Date: 500

#### INFOSCRIBE, INC.

1600  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial,  
 Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 16  
 Colors Supported: 8  
 Price: \$2,195  
 Distribution Method: End User,  
 OEM

#### INFOSCRIBE, INC. DEMAND DOCUMENT PRINTER 700

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 150 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Form Feed Method: Tractor  
 Maximum Form Width (in.): 16  
 Price: \$1,895  
 Distribution Method: End User,  
 OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: December 1983

#### INTERFACE DATA ELEKTRONIK, INC. MT 78-SD

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 140 cps  
 Standard Character Set Size: 128  
 Optional Character Set Sizes: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 10  
 Colors Supported: 1  
 Price: \$6,495  
 Number Installed to Date: Under  
 100  
 (See Vendor Profile Page V-18)

#### INTERFACE DATA ELEKTRONIK, INC. MT 1601

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 160 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1

Price: \$2,695  
 Number Installed to Date: Under  
 100  
 Date First Installed: June 1983

#### INTERFACE DATA ELEKTRONIK, INC. MT 1601

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 160 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$2,795

#### INTERFACE DATA ELEKTRONIK, INC. MT 1801

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 160 cps  
 Maximum Characters Per Line: 132  
 Optional Character Set Sizes: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$2,995  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 1801

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 160 cps  
 Maximum Characters Per Line: 132  
 Optional Character Set Sizes: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$3,095  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 4200

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 140 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 128  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor, Pin

Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 2  
 Price: \$5,195  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 4201

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 4  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 4400

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 270 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 128  
 Optional Character Set Sizes: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 2  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 1602/5

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 15.25  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$3,695  
 Number Installed to Date: Under  
 100

#### INTERFACE DATA ELEKTRONIK, INC. MT 1802/5

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 200 cps  
 Maximum Characters Per Line: 132

Standard Character Set Size: 96  
 Character Code: Ascii, Ebdic  
 Communications Port: Serial  
 Form Feed Method: Tractor,  
 Friction, Pin  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 15.25  
 Graphics Functions Supported:  
 Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$3,995

#### INTERNATIONAL ANTEX, INC. 805 2000

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 165 cps  
 Maximum Characters Per Line: 136  
 Character Code: Ascii  
 Communications Port: Serial,  
 Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported:  
 Arcs; Curves; Patterns; Charts  
 Colors Supported: 1  
 Price: \$549  
 Distribution Method: End User,  
 OEM, Third-Party  
 Date First Installed: 1984  
 (See Vendor Profile Page V-18)

#### LEAR SIEGLER, INC. VERSAPRINT 500

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 180 cps  
 Maximum Characters Per Line: 224  
 Standard Character Set Size: 128  
 Optional Character Set Sizes: 96  
 Character Code: Ascii  
 Communications Port: Serial,  
 Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold,  
 Roll, Cut Sheet  
 Maximum Form Width (in.): 14.5  
 Graphics Functions Supported: Dot  
 Addressable  
 Colors Supported: 4  
 Price: \$1,695  
 Distribution Method: End User,  
 OEM, Third-Party  
 Number Installed to Date: 1,000 -  
 5,000  
 Date First Installed: September  
 1979  
 (See Vendor Profile Page V-20)

#### LEAR SIEGLER, INC. VERSAPRINT 510

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 180 cps  
 Maximum Characters Per Line: 224  
 Standard Character Set Size: 128  
 Optional Character Set Sizes: 96  
 Character Code: Ascii  
 Communications Port: Serial,  
 Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut  
 Sheet  
 Maximum Form Width (in.): 14.5  
 Graphics Functions Supported: Dot  
 Addressable  
 Price: \$1,995

**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** September 1979

## LEAR SIEGLER, INC. VERSAPRINT 520

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 224  
**Standard Character Set Size:** 128  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 14.5  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 7  
**Price:** \$2,195  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** 1979

## LEAR SIEGLER, INC. VERSAPRINT 530

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 180 cps  
**Maximum Characters Per Line:** 224  
**Standard Character Set Size:** 128  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14.5  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 7  
**Price:** \$2,495  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** 1979

## MANNESMANN TALLY MT 78-5

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 140 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 9  
**Price:** \$4,345  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 5,000 - 10,000  
**Date First Installed:** April 1981  
*(See Vendor Profile Page V-20)*

## MANNESMANN TALLY MT 160I

**Print Mechanism:** Impact

**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 160  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 27  
**International**  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$698  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** July 1982

## MANNESMANN TALLY MT 160L

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 27  
**International**  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$798  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** July 1982

## MANNESMANN TALLY MT 160I

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 264  
**Optional Character Set Sizes:** 96, 27  
**International**  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$998  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** May 1982

## MANNESMANN TALLY MT 180L

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 160 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** International

**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** All Dot Addressable  
**Price:** \$1,098  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** May 1982

## MANNESMANN TALLY MT 1600

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 200 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$1,695  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** More than 50,000  
**Date First Installed:** 1975

## MANNESMANN TALLY MT 1600

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 200 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Dot Addressable  
**Price:** \$2,295  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** 1981

## MEMODYNE CORP. MAP-IBC

**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 110 cps  
**Maximum Characters Per Line:** 20  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Price:** \$875  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** 1981  
*(See Vendor Profile Page V-21)*

## MITSUBA CORP. CP80

**Print Mechanism:** Impact

**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 142 cps  
**Maximum Characters Per Line:** 142  
**Standard Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Raster Graphics  
**Distribution Method:** Third-Party  
**Number Installed to Date:** More than 50,000  
*(See Vendor Profile Page V-22)*

## MITSUBA CORP. ENP 1091

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, Ebdic  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction, Tractor  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 9  
**Price:** \$499  
**Graphics Functions Supported:** Bit-Image, Dot Addressable  
**Distribution Method:** Third-Party

## NCR CORP. NCR 6411-136 COLUMN

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Bit Addressable  
**Price:** \$1,200  
**Distribution Method:** End User  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-23)*

## NCR CORP. NCR 6411-80 COLUMN

**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 120 cps  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold  
**Graphics Functions Supported:** Bit Addressable, Charts, Curves, Three-Dimensional  
**Price:** \$900  
**Distribution Method:** End User

Number Installed to Date: 1,000 - 5,000  
Date First Installed: March 1983

#### NEC INFORMATION SYSTEMS

**PINWRITER P2**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor, Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Full Graphics  
Price: \$795 to \$799  
Date First Installed: April 1984  
(See Vendor Profile Page V-24)

#### NEC INFORMATION SYSTEMS

**PINWRITER P3**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 231  
Character Code: Ascii  
Form Feed Method: Tractor, Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: All  
Price: \$799  
Date First Installed: 1984

#### NORTH ATLANTIC INDUSTRIES

**7020**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$1,495  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-24)

#### NORTH ATLANTIC INDUSTRIES

**7030**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 1  
Price: \$1,695  
Distribution Method: OEM, Third-Party

Number Installed to Date: 5,000 - 10,000  
Date First Installed: January 1982

#### NORTH ATLANTIC INDUSTRIES

**7040**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$1,795  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 5,000 - 10,000  
Date First Installed: January 1982

#### NORTH ATLANTIC INDUSTRIES

**7065**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 13.6  
Price: \$1,995  
Distribution Method: Third-Party  
Date First Installed: February 1984

#### NORTHERN TELECOM, INC.

**DESKTOP MATRIX PRINTER**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
(See Vendor Profile Page V-24)

#### NOVELL, INC.

**IMAGE 800**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Distribution Method: End User, Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1980  
(See Vendor Profile Page V-24)

#### OKIDATA CORP.

**MICROLINE 82A**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet, Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$349 to \$549  
Distribution Method: OEM, Third-Party  
Date First Installed: February 1982  
(See Vendor Profile Page V-25)

#### OKIDATA CORP.

**MICROLINE 84**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$1,395  
Distribution Method: OEM, Third-Party  
Date First Installed: January 1983

#### OKIDATA CORP.

**MICROLINE 93**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$999  
Distribution Method: OEM, Third-Party

#### OLYMPIA USA, INC.

**ELECTRONIC COMPACT NP**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 165 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Bit-

Image, CRT Graphics

Colors Supported: 1  
Price: \$499  
Distribution Method: Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-25)

#### PANASONIC INDUSTRIAL CO.

**KX-P 1001**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Character Code: Ascii  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$499  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-26)

#### PANASONIC INDUSTRIAL CO.

**KX-P 1092**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 9  
Price: \$599  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984

#### PANASONIC INDUSTRIAL CO.

**KX-P 1093**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 9  
Price: \$899  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: 1984

#### PANASONIC INDUSTRIAL CO.

**KX-P1180**  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 196 cps  
Maximum Characters Per Line: 272  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Curves; Arcs; Patterns  
Price: \$1,550  
Distribution Method: Third-Party  
Date First Installed: February 1983

#### PERKIN-ELMER CORP.

**PR 210**  
Print Mechanism: Impact

Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
International  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Dot  
Addressable; Scientific  
Colors Supported: 8  
Price: \$2,795  
Distribution Method: End User,  
OEM  
Number Installed to Date: Under  
100  
Date First Installed: November 1983  
(See Vendor Profile Page V-26)

## PERRY DATA SYSTEMS, INC.

2014  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Maximum Form Width (in.): 4  
Number Installed to Date: Under  
100  
Date First Installed: January 1983  
(See Vendor Profile Page V-26)

## PERRY DATA SYSTEMS, INC.

2042  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 48  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet, Document  
Maximum Form Width (in.): 9  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: January 1983

## PERSONAL MICRO COMPUTERS, INC.

DMP-85  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Bit-  
Image  
Price: \$395  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: 1,000 -  
5,000

Date First Installed: September  
1981  
(See Vendor Profile Page V-26)

## PHILIPS PERIPHERALS, INC.

GP 150  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 120  
Standard Character Set Size: 141  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 13.4  
Graphics Functions Supported: Dot  
Addressable; Block Addressable  
Price: \$1,895  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: March 1984  
(See Vendor Profile Page V-26)

## PHILIPS PERIPHERALS, INC.

GP 300  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 120  
Standard Character Set Size: 141  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 13.4  
Graphics Functions Supported: Dot  
Addressable; Block Addressable  
Price: \$2,795  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: June 1981

## PHILIPS PERIPHERALS, INC.

GP 300L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 300 cps  
Maximum Characters Per Line: 144  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 15.7  
Graphics Functions Supported: Dot  
Addressable; Block Addressable  
Colors Supported: 4  
Price: \$2,395  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: June 1981

## PRINTEK, INC.

PRINTEK 910  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps

Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Point Addressable  
Colors Supported: 1  
Price: \$1,595  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-27)

## PRINTEK, INC.

PRINTEK 930  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 16  
Colors Supported: 1  
Price: \$1,595  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: July 1983

## RACAL-MILGO, INC.

4285  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 128 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 8.5  
Price: \$825  
Distribution Method: End User,  
OEM  
Number Installed to Date: 500 -  
1,000  
Date First Installed: May 1982  
(See Vendor Profile Page V-28)

## RACAL-MILGO, INC.

4287N  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 8.5  
Price: \$4,125  
Distribution Method: End User,  
OEM

Number Installed to Date: 1,000 -  
5,000  
Date First Installed: November 1981

## RACAL-MILGO, INC.

8160-1  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$1,160  
Distribution Method: End User,  
OEM

## RACAL-MILGO, INC.

8161-2  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$1,100  
Distribution Method: End User,  
OEM  
Number Installed to Date: 100 - 500

## SCM CORP.

D-100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, ISO  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet, Roll Option  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Charts; Graphs  
Price: \$395  
Distribution Method: Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-31)

## SCM CORP.

D-200  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii, ISO  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet, Roll Option  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Charts; Graphs  
Price: \$395  
Distribution Method: Third-Party  
Number Installed to Date: Under  
100

Date First Installed: November 1983

## SCM CORP.

D-300

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 96  
Character Code: Ascii, ISO  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Charts; Graphs; Curves  
Price: \$795  
Distribution Method: Third-Party  
Date First Installed: March 1984

## SIEMENS COMMUNICATION SYSTEMS

2712

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 270 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Raster Scan; Bit-Image  
Price: \$2,700  
Date First Installed: May 1982  
(See Vendor Profile Page V-31)

## SIEMENS COMMUNICATION SYSTEMS

PT 88

Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Bit-Image  
Price: \$895  
Distribution Method: End User, OEM  
Date First Installed: April 1983

## SOUTHERN SYSTEMS, INC.

M-100

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii, Ebcidic  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Raster

Price: \$3,000

Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1978  
(See Vendor Profile Page V-32)

## STAR MICRONICS, INC.

DELTA-10

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$549  
Number Installed to Date: 500 - 1,000  
Date First Installed: October 1983  
(See Vendor Profile Page V-32)

## STAR MICRONICS, INC.

DELTA-15

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Price: \$795  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: October 1983

## STAR MICRONICS, INC.

GEMINI-10X

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 64, 32  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Dot Addressable  
Price: \$399  
Distribution Method: End User, Third-Party  
Number Installed to Date: More than 50,000  
Date First Installed: November 1982

## STAR MICRONICS, INC.

GEMINI-15X

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 64

Character Code: Ascii

Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot Addressable  
Price: \$549  
Distribution Method: Third-Party  
Number Installed to Date: 100,000  
Date First Installed: November 1982

## STAR MICRONICS, INC.

RADIX-10

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$849  
Distribution Method: Third-Party  
Number Installed to Date: Under 100  
Date First Installed: January 1984

## STAR MICRONICS, INC.

RADIX-15

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Price: \$995  
Distribution Method: Third-Party  
Number Installed to Date: Under 100  
Date First Installed: January 1984

## TANDY CORP.

DMP 200

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 30, 32  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported:  
Raster Scan; Bit-Image  
Price: \$699  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-33)

## TANDY CORP.

DMP 420

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps

Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 30, 32  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Raster Scan; Bit-Image  
Price: \$999  
Distribution Method: End User  
Date First Installed: 1983

## TANDY CORP.

DMP 500

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 220 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 30, 32  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 14  
Price: \$1,295  
Distribution Method: End User  
Date First Installed: 1982

## TANDY CORP.

DMP 2100

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 30, 32  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported:  
Raster Scan; Bit-Image; High-Resolution  
Price: \$1,995  
Distribution Method: End User, OEM, Third-Party  
Date First Installed: January 1983

## TDC

HPM 11

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 10  
Optional Character Set Sizes: C  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Price: \$281  
Distribution Method: OEM  
Date First Installed: November 1983  
(See Vendor Profile Page V-34)

## TDC

HPM 80

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps

Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Graphics Functions Supported:  
Three-Dimensional  
Colors Supported: 1  
Price: \$276  
Distribution Method: OEM  
Date First Installed: November 1983

**TDC**  
HPM 138  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 136  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Price: \$286  
Distribution Method: OEM  
Number Installed to Date: 3,000  
Date First Installed: December 1981

**TELECOM TERMINAL SYSTEMS**  
AIRLINE REGISTRATION SYSTEM  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: B  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Price: \$300  
Distribution Method: End User  
Number Installed to Date: 500  
Date First Installed: January 1980  
(See Vendor Profile V-34)

**TELEX COMPUTER PRODUCTS, INC.**  
TC 2818  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 84  
Optional Character Set Sizes: Variable  
Character Code: Ascii, Ebcidic  
Communications Port: Parallel  
Form Feed Method: Friction, Pin  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 10  
Price: \$300  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: November 1981  
(See Vendor Profile V-34)

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/810  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor

Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,645  
Distribution Method: End User, Third-Party  
Date First Installed: May 1978  
(See Vendor Profile V-35)

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/850  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 134  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported: Raster, Mosaic; Dot Addressable  
Price: \$599  
Distribution Method: End User, Third-Party  
Date First Installed: March 1983

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/855 DUAL MODE  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 134  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported: Raster, Mosaic; Dot Addressable  
Price: \$935  
Distribution Method: End User, Third-Party  
Date First Installed: September 1984

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/820  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,995  
Date First Installed: November 1979

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/820 RO  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 15  
Price: \$1,995

Distribution Method: End User, Third-Party  
Date First Installed: October 1978

**TEXAS INSTRUMENTS, INC.**  
OMNI 800/ENHANCED 810  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 225 cps  
Maximum Characters Per Line: 218  
Standard Character Set Size: 95  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Raster, Mosaic  
Colors Supported: 1  
Price: \$2,295  
Distribution Method: End User, Third-Party  
Date First Installed: May 1982

**TEXAS INSTRUMENTS, INC.**  
SILENT 700/781RO  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Optional Character Set Sizes: 95  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$1,395  
Distribution Method: End User, Third-Party  
Date First Installed: May 1980

**TOSHIBA AMERICA, INC.**  
P-1340  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 144 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 160  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Maximum Form Width (in.): 9.5  
Graphics Functions Supported: 24  
Pin Dot Addressable  
Price: \$995  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1984  
(See Vendor Profile V-35)

**TOSHIBA AMERICA, INC.**  
P-1351  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 192 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 160  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Maximum Form Width (in.): 14.8  
Graphics Functions Supported: 24  
Pin Dot Addressable

Price: \$1,895  
Distribution Method: OEM, Third-Party  
Date First Installed: March 1984

**WESTREX OEM PRODUCTS**  
MODEL 8400  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$795  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: January 1983  
(See Vendor Profile V-37)

**WESTREX OEM PRODUCTS**  
MODEL 8410  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 140 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$795  
Distribution Method: End User, OEM  
Date First Installed: March 1983

**ZENITH DATA SYSTEMS**  
ZENITH Z-125 DOT MATRIX PRINTER  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 14  
Price: \$1,499  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1981  
(See Vendor Profile V-37)

## Serial Printers Under 100 cps

**A. B. DICK CO.**  
INTELLIGENT LOOP PRINTER  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps

**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Form Feed Method:** Tractor,  
 Friction, Pin  
**Forms Type Accepted:** Fanfold,  
 Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.5  
**Price:** \$4,995  
**Distribution Method:** End User,  
 Third-Party  
**Date First Installed:** 1981  
*(See Vendor Profile Page V-1)*

**A. B. DICK CO.**  
**MAGNA SL STANDARD PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Form Feed Method:** Tractor,  
 Friction, Pin  
**Forms Type Accepted:** Fanfold,  
 Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.5  
**Price:** \$2,700  
**Distribution Method:** End User,  
 Third-Party  
**Date First Installed:** 1981

**A. B. DICK CO.**  
**MAGNA-WRITER 20 CPS PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 20 cps  
**Maximum Characters Per Line:** 228  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor,  
 Friction, Pin  
**Forms Type Accepted:** Fanfold,  
 Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.2  
**Price:** \$1,600  
**Distribution Method:** End User,  
 Third-Party  
**Date First Installed:** 1982

**ALPHA MICRO SYSTEMS**  
**AM-302**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 45 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut  
 Sheet  
**Maximum Form Width (in.):** 16.53  
**Price:** \$1,500  
**Distribution Method:** OEM, Third-  
 Party  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-2)*

**AMDEK**  
**5040**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Standard Character Set Size:** 125  
**Optional Character Set Sizes:** 309  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Friction

**Forms Type Accepted:** Cut Sheet  
**Maximum Form Width (in.):** 16  
**Price:** \$1,695  
**Distribution Method:** End User  
**Number Installed to Date:** Under  
 100  
**Date First Installed:** June 1984  
*(See Vendor Profile Page V-2)*

**AMPAK BUSINESS SYSTEMS,**  
**INC.**  
**DP 55/1155/S/34, 36, 38**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 196  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 88 to  
 32  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold,  
 Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$3,995  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-2)*

**AMPAK BUSINESS SYSTEMS,**  
**INC.**  
**FX-100 S/34, 36, 38**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 196  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:**  
 Curves; Charts; Patterns  
**Price:** \$2,395  
**Distribution Method:** End User,  
 Third-Party

**AMPAK BUSINESS SYSTEMS,**  
**INC.**  
**RX-80 S/34, 36, 38**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:**  
 Curves; Patterns; Charts  
**Price:** \$2,195  
**Date First Installed:** 1984

**APPLE COMPUTER, INC.**  
**APPLE LETTER QUALITY PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 130  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor,  
 Friction, Pin  
**Forms Type Accepted:** Fanfold,  
 Roll, Cut Sheet

**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:**  
 Standard Graphics  
**Colors Supported:** 1  
**Price:** \$2,195  
**Distribution Method:** Third-Party  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-3)*

**APPLE COMPUTER, INC.**  
**APPLE SILENTTYPE II PRINTER**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 9  
**Graphics Functions Supported:**  
 High-Resolution  
**Colors Supported:** 1  
**Price:** \$350  
**Distribution Method:** Third-Party  
**Date First Installed:** 1979

**APPLE COMPUTER, INC.**  
**APPLE SILENTTYPE III PRINTER**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 9  
**Graphics Functions Supported:**  
 High-Resolution  
**Colors Supported:** 1  
**Price:** \$390  
**Distribution Method:** Third-Party  
**Date First Installed:** 1979

**AT&T INFORMATION**  
**SYSTEMS**  
**455**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Character Code:** Ascii  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Tractor,  
 Friction, Sheet Feed  
**Forms Type Accepted:** Fanfold, Cut  
 Sheet  
**Price:** \$1,995  
**Date First Installed:** August 1984  
*(See Vendor Profile Page V-4)*

**AUTOMATIC FUNDS**  
**TRANSFER SERVICES, INC.**  
**AFT 150**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Continuous  
**Maximum Form Width (in.):** 16  
**Price:** \$14,500  
**Distribution Method:** End User

**Date First Installed:** 1977  
*(See Vendor Profile Page V-4)*

**BDS CORP.**  
**LG55 LETTER QUALITY**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 54  
**Optional Character Set Sizes:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Tractor,  
 Friction, Pin  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Distribution Method:** End User,  
 Third-Party  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-4)*

**BLUE CHIP ELECTRONICS**  
**D2015**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 20 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Tractor, Pin  
**Forms Type Accepted:** Fanfold, Cut  
 Sheet  
**Maximum Form Width (in.):** 10  
**Price:** \$899  
**Distribution Method:** Third-Party  
**Date First Installed:** September  
 1984  
*(See Vendor Profile Page V-4)*

**BLUE CHIP ELECTRONICS**  
**D4015**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut  
 Sheet  
**Maximum Form Width (in.):** 15.5  
**Price:** \$1,895  
**Distribution Method:** Third-Party  
**Date First Installed:** November 1982

**BLUE CHIP ELECTRONICS**  
**IT 40/10**  
**Print Mechanism:** Impact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial,  
 Parallel  
**Form Feed Method:** Tractor, Pin  
**Forms Type Accepted:** Fanfold, Cut  
 Sheet  
**Price:** \$399  
**Distribution Method:** Third-Party  
**Date First Installed:** 1984

## BROTHER INTERNATIONAL CORP.

HR-5  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Arcs, Patterns  
Price: \$225  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: May 1984  
(See Vendor Profile Page V-4)

## BROTHER INTERNATIONAL CORP.

HR-15 DAISY WHEEL PRINTER  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 13 cps  
Maximum Characters Per Line: 165  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Traction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13.5  
Colors Supported: 2  
Price: \$599  
Distribution Method: Third-Party  
Number Installed to Date: 10,000 - 50,000

## BROTHER INTERNATIONAL CORP.

HR 25  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 23 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Cut Sheet  
Maximum Form Width (in.): 16.5  
Price: \$395  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 - 5,000

## BROTHER INTERNATIONAL CORP.

HR35  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 32 cps  
Maximum Characters Per Line: 98  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor,

Friction, Cut Sheet  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16.5  
Price: \$1,245  
Distribution Method: Third-Party  
Number Installed to Date: 250  
Date First Installed: June 1984

## BUSINESS INFORMATION SYSTEMS, INC.

C-4040  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 48, 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 16  
Price: \$2,000  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-5)

## CANON U.S.A., INC.

A 1210  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 7  
Price: \$795  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-5)

## CANON U.S.A., INC.

PJ1080A  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 7  
Price: \$795 to \$895  
Date First Installed: August 1984

## CAPITOL CIRCUITS CORP.

SERIES S100  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,

Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 3  
Colors Supported: 2  
Price: \$595  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-5)

## CAPITOL CIRCUITS CORP.

SERIES 100T  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 3  
Colors Supported: 2  
Price: \$835  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1981

## CAPITOL CIRCUITS CORP.

SERIES 270  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 27  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8  
Price: \$835  
Distribution Method: End User, OEM  
Number Installed to Date: 1,000 - 5,000

## CAPITOL CIRCUITS CORP.

SERIES S400L  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 40  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Sprocket  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 4.5  
Price: \$1,065  
Distribution Method: End User, OEM  
Number Installed to Date: 100 - 500  
Date First Installed: June 1983

## CAPITOL CIRCUITS CORP.

S2000  
Print Technique: Dot Matrix  
Maximum Print Speed: 48 lpm  
Maximum Characters Per Line: 24  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,

Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 2.5  
Graphics Functions Supported: Dot Addressable  
Price: \$375  
Distribution Method: End User, OEM  
Date First Installed: February 1984

## C. ITOH DIGITAL PRODUCTS

MODEL F-10 55 SERIES  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Standard Character Set Size: 100  
Communications Port: Serial  
Price: \$1,995  
(See Vendor Profile Page V-6)

## C. ITOH DIGITAL PRODUCTS

MODEL F-10 40 SERIES  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Standard Character Set Size: 100  
Communications Port: Serial, Parallel  
Price: \$1,795

## C. ITOH DIGITAL PRODUCTS

MODEL A-10 30 SERIES  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Standard Character Set Size: 100  
Communications Port: Serial, Parallel  
Price: \$895

## C. ITOH DIGITAL PRODUCTS

MODEL A-10 20 SERIES  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Standard Character Set Size: 100  
Communications Port: Serial, Parallel  
Price: \$795

## C. ITOH ELECTRONICS

Y-10  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 15 cps  
Maximum Characters Per Line: 115  
Standard Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13.4  
Price: \$550  
(See Vendor Profile Page V-6)

## COLECO INDUSTRIES, INC.

SMARTWRITER  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 10 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 8.5



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# Serial Printers

Under 100 cps

Maximum Form Width (in.): 8.5  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-7)

**COMMODORE BUSINESS MACHINES, INC.**  
1525  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Vic 20  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Dot Addressable  
(See Vendor Profile Page V-7)

**COMMODORE BUSINESS MACHINES, INC.**  
MODEL 4400  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 13.5

**COMPUTER DESIGNED SYSTEMS, INC.**  
PM-080  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Optional Character Set Size: 96, 256  
Character Code: Ascii, Ebdic, A  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 14  
Graphics Functions Supported: Arcs, Curves, Patterns, Charts  
Colors Supported: 2  
Price: \$2,895  
Distribution Method: End User  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1977  
(See Vendor Profile Page V-8)

**COMPUTERS INTERNATIONAL, INC.**  
DAISYWRITER  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 25 cps  
Maximum Characters Per Line: 195  
Optional Character Set Size: 96  
Character Code: Ascii, A  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Option  
Forms Type Accepted: Fanfold,

Roll, Cut Sheet, Sheet Feed  
Maximum Form Width (in.): 17  
Graphics Functions Supported: Arcs, Curves, Patterns, Charts  
Colors Supported: 1  
Price: \$1,495  
Distribution Method: Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-8)

**COMREX INTERNATIONAL**  
COMRITER CR III  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 23 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Option  
Forms Type Accepted: Fanfold, Sheet Feed Option  
Maximum Form Width (in.): 14 1/2  
Colors Supported: 2  
Price: \$995 to \$1,049  
Distribution Method: Third-Party  
(See Vendor Profile Page V-8)

**COMREX INTERNATIONAL**  
COMRITER CR II  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 13 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 110  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Option  
Forms Type Accepted: Fanfold, Roll, Sheet Optional  
Maximum Form Width (in.): 13.5  
Colors Supported: 2  
Price: \$599 to \$649  
Distribution Method: Third-Party  
Number Installed to Date: Under 100  
Date First Installed: May 1983

**CROMEMCO, INC.**  
3358  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,495  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1977  
(See Vendor Profile Page V-9)

**CROMEMCO, INC.**  
CLO  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 13 cps

Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000

**DAISY SYSTEMS HOLLAND**  
M20  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 188  
Standard Character Set Size: 96  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 16.5  
Price: \$999  
Distribution Method: OEM, Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-9)

**DAISY SYSTEMS HOLLAND**  
M45  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$1,695  
Distribution Method: OEM  
Date First Installed: January 1983

**DATAMEDIA CORP.**  
MODEL 530 PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 181  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported: Business Graphics  
Price: \$1,995  
Date First Installed: 1983  
(See Vendor Profile Page V-10)

**DATAPRODUCTS CORP.**  
DP-35  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial

Form Feed Method: Tractor, Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts  
Colors Supported: 2  
Price: \$1,795 to \$1,995  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1982  
(See Vendor Profile Page V-10)

**DATAPRODUCTS CORP.**  
DP-55  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Optional Character Set Size: 88 to 92  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts  
Colors Supported: 2  
Price: \$2,195  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: 1982

**DATA TERMINALS & COMMUNICATIONS**  
DTC 3802  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 32 cps  
Maximum Characters Per Line: 98  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16.5  
Graphics Functions Supported: Charts, Graphs  
Price: \$1,495  
Distribution Method: End User, Third-Party  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-10)

**DATA TERMINALS & COMMUNICATIONS**  
DTC STYLE WRITER  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 15 cps  
Maximum Characters Per Line: 110  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction, Cut Sheet

Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 13.5  
Colors Supported: 2  
Price: \$999  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: October 1983

#### DELTA DATA SYSTEMS CORP. LQ-45T

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 196  
Standard Character Set Size: 96  
Character Code: ASCII  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 9  
Distribution Method: End User  
Date First Installed: June 1983  
(See Vendor Profile Page V-11)

#### DIABLO SYSTEMS, INC. 620

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 96  
Character Code: ASCII  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.2  
Price: \$1,095  
Distribution Method: Third-Party  
Date First Installed: October 1981  
(See Vendor Profile Page V-11)

#### DIABLO SYSTEMS, INC. 620 PLUS

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 96  
Character Code: ASCII  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15.2  
Price: \$2,195  
Distribution Method: Third-Party  
Date First Installed: December 1982

#### DIABLO SYSTEMS, INC. 630 API

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,340  
Distribution Method: Third-Party

#### DIABLO SYSTEMS, INC. 630 API/EC5

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 400  
Optional Character Set Sizes: 96, 88, 92, 192  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,495  
Distribution Method: Third-Party  
Date First Installed: February 1982

#### DIABLO SYSTEMS, INC. 630 KSR

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 88, 92  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$3,325  
Distribution Method: Third-Party  
Date First Installed: December 1981

#### DIABLO SYSTEMS, INC. 630 SERIES

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 88, 92, 192  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Sheet Feed  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,340 to \$2,500  
Distribution Method: Third-Party  
Date First Installed: October 1980

#### DIABLO SYSTEMS, INC. COLOR INK-JET PRINTER C150

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 192  
Optional Character Set Sizes: 64, 96, Mosaic  
Character Code: ASCII  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Mosaic Graphics; Bit-Mapped  
Colors Supported: 7  
Price: \$1,250

#### Distribution Method: Third-Party Date First Installed: June 1983

#### DIABLO SYSTEMS, INC. MATRIX 11CQ

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$750  
Distribution Method: OEM, Third-Party

#### DICTAPHONE CORP. DICTAPHONE 6710

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 204  
Optional Character Set Sizes: 124  
Character Code: ASCII  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,200  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: September 1981  
(See Vendor Profile Page V-11)

#### DICTAPHONE CORP. DICTAPHONE 6720

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 204  
Standard Character Set Size: 125  
Character Code: ASCII  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,995  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: October 1981

#### DIGITAL ASSOCIATES CORP. DP-35

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 196  
Standard Character Set Size: 96  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1982

(See Vendor Profile Page V-11)

#### DIGITAL ASSOCIATES CORP. DP-55

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 196  
Standard Character Set Size: 96  
Optional Character Set Sizes: 88, 92  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: 1982

#### DIGITAL EQUIPMENT CORP. LA50

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: ASCII  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 10  
Graphics Functions Supported: Bit-Mapped  
Price: \$695  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-11)

#### DIGITAL EQUIPMENT CORP. LOPO2 LETTER-QUALITY PRINTER

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 32 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Optional Character Set Sizes: Variable  
Character Code: ASCII  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$2,800  
Distribution Method: End User, OEM, Third-Party

#### DOCUTEL OLIVETTI CORP. DY 211

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 27 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 80  
Optional Character Set Sizes: 48, 64, 96, 128  
Character Code: ASCII  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15

Price: \$1,595

Distribution Method: Third-Party  
Date First Installed: January 1987  
(See Vendor Profile Page V-12)

## DOCUTEL OLIVETTI CORP.

ET 121 (LCU1121)

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 17 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 80  
Optional Character Set Sizes: 96, 132

Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15

Price: \$395  
Distribution Method: Third-Party  
Date First Installed: January 1987

## DOCUTEL OLIVETTI CORP.

ET 351 (LCU340)

Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 80  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$4,800

## DOCUTEL OLIVETTI CORP.

LCU 310

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 27 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 80  
Optional Character Set Sizes: 96, 132  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction, Pin  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Distribution Method: Third-Party

## DOCUTEL OLIVETTI CORP.

PRAIX 41 (LSU41)

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 12 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 80  
Optional Character Set Sizes: 96, 132  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: Third-Party  
Date First Installed: July 1982

## DYNAX

DX-15

Print Mechanism: Impact

Print Technique: Daisywheel

Maximum Print Speed: 13 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96

Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction, Tractor  
Option  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 13.5  
Price: \$599  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-13)

## DYNAX

HR-1

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 16 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 16.5  
Price: \$818  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 47,000  
Date First Installed: February 1982

## EATON PRINTER PRODUCTS

7000+

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 50 cps  
Maximum Characters Per Line: 64  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 4  
Price: \$400 to \$450  
Distribution Method: OEM  
Number Installed to Date: 10,000 - 50,000  
(See Vendor Profile Page V-13)

## EPSON AMERICA, INC.

EPSON PORTABLE PRINTER

Print Mechanism: Impact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 160  
Standard Character Set Size: 160  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Graphics Functions Supported: Bit-Image  
Price: \$250  
Number Installed to Date: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-14)

## EPSON AMERICA, INC.

RX-80

Print Mechanism: Impact

Print Technique: Dot Matrix

Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: Elite

Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Maximum Form Width (in.): 10  
Price: \$399  
Distribution Method: Third-Party  
Date First Installed: April 1983

## EPSON AMERICA, INC.

RX-3077

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Standard Character Set Size: 96  
Optional Character Set Sizes: Elite  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$499  
Distribution Method: Third-Party  
Date First Installed: August 1983

## EXXON ENTERPRISES

965

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 90 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Optional Character Set Sizes: 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 17  
Price: \$4,400  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-14)

## EXXON ENTERPRISES

965S

Print Mechanism: Nonimpact  
Print Technique: Ink-Jet  
Maximum Print Speed: 90 cps  
Maximum Characters Per Line: 132  
Maximum Characters Per Line: 198  
Standard Character Set Size: 96  
Optional Character Set Sizes: 192  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Cut Sheet  
Price: \$6,000  
Distribution Method: End User, Third-Party

## FUJITSU AMERICA, INC.

SP 320

Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 48 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 127  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction, Pin, Sheet Feed

Forms Type Accepted: Fanfold, Cut Sheet

Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Subscripts; Superscripts; Plotting;  
Curves  
Colors Supported: 2  
Price: \$1,499  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: February 1984  
(See Vendor Profile Page V-15)

## FUJITSU AMERICA, INC.

SP330

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 163  
Standard Character Set Size: 96  
Optional Character Set Sizes: 127  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported:  
Plotting  
Price: \$2,950  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 2,000  
Date First Installed: May 1981

## FUJITSU AMERICA, INC.

TFP 16

Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$650  
Number Installed to Date: Under 100  
Date First Installed: March 1984

## GENERAL BUSINESS TECHNOLOGY, INC.

5205WP

Print Mechanism: Impact  
Print Technique: Print Thimble  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 198  
Standard Character Set Size: 128  
Character Code: Ebcidic  
Communications Port: Serial  
Form Feed Method: Friction, Tractor  
Option  
Forms Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$4,295  
Distribution Method: End User, Third-Party  
(See Vendor Profile Page V-15)

## GENERAL BUSINESS TECHNOLOGY, INC.

5206WP

Print Mechanism: Impact

# It takes a 24-Wire Head to give you True Letter Quality from a Dot Matrix Printer.

r. Ron Garcia  
resident  
Garcia & Associates  
1229 18th Street  
Denver, Colorado

We proudly invite you to compare the DPL 24 with any other dot matrix printer for features, speed, versatility and price/performance.

Higher dot density means true letter quality and the DPL 24 gives you the best letter quality available today from a dot matrix printer. In a 36 x 24 matrix, at a density of 360 x 180 dots per inch, the DPL 24 prints at a fast 80 cps.

You also get correspondence quality at 160 cps and draft quality at 240, plus dot addressable graphics, giving you four printers in one.



And that's just the beginning.

Because you also get alternate cut sheet and continuous forms feeding, and maximum character set flexibility through operator-changeable font cartridges.

And rugged reliability — a hallmark of Fujitsu products earned from over 15 years as a technology leader and equipment supplier to companies worldwide. Reliability backed by TRW service nationwide.

Contact Fujitsu America, Inc., at (408) 946-8777 for the distributor nearest you.

# Fujitsu Printers

## Maximum Quality. Maximum Value.

FUJITSU

**Print Technique:** Print Thimble  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 128  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 7  
**Price:** \$3,695  
**Distribution Method:** End User, Third-Party  
**Date First Installed:** 1981

**HEWLETT-PACKARD CO.**  
**HP 2601**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Automatic  
**Maximum Form Width (in.):** 15  
**Price:** \$3,520  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** November 1980  
*(See Vendor Profile Page V-16)*

**HEWLETT-PACKARD CO.**  
**HP 2602**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Automatic  
**Form Type Accepted:** Fanfold  
**Price:** \$1,950  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** November 1982

**HONEYWELL INFORMATION SYSTEMS, INC.**  
**PRU 7070/7071**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Line Graphics  
**Price:** \$1,195  
**Distribution Method:** End User  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-16)*

**HONEYWELL INFORMATION SYSTEMS, INC.**  
**PRU 7075/7076**  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 132

**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Line Graphics  
**Price:** \$1,495  
**Distribution Method:** End User  
**Date First Installed:** December 1981

**IBM**  
**3102**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, Ebcidic  
**Price:** \$1,500  
**Distribution Method:** End User, OEM  
*(See Vendor Profile Page V-17)*

**IBM**  
**4875 1L**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 192  
**Optional Character Set Sizes:** 128  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor  
**Form Type Accepted:** Fanfold, Cut Sheet, Forms  
**Maximum Form Width (in.):** 15  
**Price:** \$2,800  
**Distribution Method:** End User  
**Date First Installed:** August 1981

**IBM**  
**5210 E01 & E02**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 60 cps  
**Maximum Characters Per Line:** 98  
**Optional Character Set Sizes:** 96  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.4  
**Graphics Functions Supported:** Bar Charts, Pie Charts  
**Price:** \$5,420 to \$5,835  
**Distribution Method:** End User  
**Date First Installed:** March 1980

**IBM**  
**5210 G01 & G02**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 60 cps  
**Standard Character Set Size:** 96  
**Form Feed Method:** Tractor, Pin  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width (in.):** 15.4  
**Price:** \$5,835

**IBM**  
**5218**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 60 cps

**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Automatic Feed  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Graphics Functions Supported:** Charts  
**Price:** \$3,300  
**Distribution Method:** End User  
**Date First Installed:** March 1980

**IBM**  
**5219**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 60 cps  
**Maximum Characters Per Line:** 172  
**Standard Character Set Size:** 96  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Pin  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15.4  
**Graphics Functions Supported:** Charts  
**Price:** \$5,835  
**Distribution Method:** End User  
**Date First Installed:** March 1980

**IBM**  
**5222-1**  
**Print Mechanism:** Impact  
**Print Technique:** Wire Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 132  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 185  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,345  
**Distribution Method:** End User  
**Date First Installed:** May 1981

**IBM**  
**5241**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 198  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 128  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,040  
**Distribution Method:** End User  
**Date First Installed:** July 1981

**IBM**  
**5255-1**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 184  
**Character Code:** Ebcidic

**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$4,145  
**Distribution Method:** End User  
**Date First Installed:** January 1978

**IBM**  
**5255-2**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 184  
**Character Code:** Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Form Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$4,340  
**Distribution Method:** End User  
**Date First Installed:** January 1978

**INTERFACE DATA**  
**ELEKTRONIK, INC.**  
**SPRINT 11/40**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 40 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 128  
**Optional Character Set Size:** 96  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$3,790  
**Number Installed to Date:** Under 100  
*(See Vendor Profile Page V-18)*

**INTERFACE DATA**  
**ELEKTRONIK, INC.**  
**SPRINT 11/55**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 128  
**Optional Character Set Size:** 96  
**Character Code:** Ascii, Ebcidic  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction, Pin  
**Form Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Colors Supported:** 1  
**Price:** \$3,990  
**Number Installed to Date:** Under 100

**JKI INDUSTRIES OF AMERICA, INC.**  
**MODEL 6100**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 18 cps  
**Maximum Characters Per Line:** 220  
**Standard Character Set Size:** 100  
**Character Code:** Ascii

Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 13  
 Price: \$699  
 Distribution Method: Third-Party  
 Date First Installed: July 1983  
 (See Vendor Profile Page V-19)

#### MEMOTECH CORP.

DMX 80  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 80 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 9  
 Price: \$299  
 Distribution Method: End User, Third-Party  
 Date First Installed: February 1984  
 (See Vendor Profile Page V-21)

#### MITSUBISHI ELECTRONICS AMERICA, INC.

M4234 COLOR PRINTER  
 Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 45 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 227  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported: Arbitrary Bit-Mapped  
 Price: \$1,050 to \$1,500  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: November 1983  
 (See Vendor Profile Page V-22)

#### NEC INFORMATION SYSTEMS MODEL 200R TERMINAL

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$995  
 Distribution Method: Third-Party  
 (See Vendor Profile Page V-24)

#### NEC INFORMATION SYSTEMS SPINWRITER 3500 SERIES

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 30 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii

Communications Port: Serial  
 Form Feed Method: Tractor  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$1,750  
 Distribution Method: Third-Party

#### NEC INFORMATION SYSTEMS SPINWRITER 7700D

Print Mechanism: Impact  
 Print Technique: Printer Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported: High-Resolution, Fine-Line Plotting  
 Price: \$2,535  
 Distribution Method: Third-Party  
 Date First Installed: 1978

#### NEC INFORMATION SYSTEMS SPINWRITER 7700G

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported: High-Resolution, Fine-Line Plotting  
 Price: \$2,535  
 Distribution Method: Third-Party  
 Date First Installed: 1978

#### NEC INFORMATION SYSTEMS SPINWRITER MODEL 7710

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Full Graphics  
 Price: \$3,055  
 Distribution Method: Third-Party  
 Date First Installed: 1977

#### NEC INFORMATION SYSTEMS SPINWRITER 7715

Print Mechanism: Impact  
 Print Technique: Printer Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold

Maximum Form Width (in.): 15  
 Graphics Functions Supported: Full Graphics  
 Price: \$2,500  
 Distribution Method: Third-Party  
 Date First Installed: 1977

#### NEC INFORMATION SYSTEMS SPINWRITER 7730

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Full Graphics  
 Price: \$3,055  
 Distribution Method: Third-Party

#### NEC INFORMATION SYSTEMS SPINWRITER 8000 SERIES

Print Mechanism: Impact  
 Print Technique: Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$2,495  
 Date First Installed: July 1984

#### NIXDORF COMPUTER CORP. 8045

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 45 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 15  
 Price: \$5,120  
 Distribution Method: End User  
 Date First Installed: 1979  
 (See Vendor Profile Page V-24)

#### NORTHERN TELECOM, INC. STRIKER

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 158  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 16  
 (See Vendor Profile Page V-24)

#### OKIDATA CORP.

OKIMATE 10  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 60 cps

Maximum Characters Per Line: 80  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 10  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 16  
 Distribution Method: Third-Party  
 Date First Installed: August 1984  
 (See Vendor Profile Page V-25)

#### OLIVETTI OPE PERIPHERALS, INC.

DY 250  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 25 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Feeder  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 16.7  
 Price: \$1,000 to \$1,200  
 Distribution Method: OEM, Third-Party  
 Date First Installed: 1984  
 (See Vendor Profile Page V-25)

#### OLIVETTI OPE PERIPHERALS, INC.

DY 450  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 45 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 16.7  
 Price: \$1,500  
 Distribution Method: OEM, Third-Party  
 Date First Installed: 1984

#### OLYMPIA USA, INC. ELECTRONIC COMPACT RO

Print Mechanism: Nonimpact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 115  
 Standard Character Set Size: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 14.4  
 Price: \$649  
 Date First Installed: December 1983  
 (See Vendor Profile Page V-25)

#### OLYMPIA USA, INC. ESW102

Print Mechanism: Impact  
 Print Technique: Daisywheel

**Maximum Print Speed:** 17 cps  
**Maximum Characters Per Line:** 141  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Sheet Feed  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Price:** \$999  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** April 1982

**OLYMPIA USA, INC.**  
**ESW 3000**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 150  
**Standard Character Set Size:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Graphics Functions Supported:** Curves  
**Price:** \$1,899  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** March 1983

**OPE PRINTERS, INC.**  
**DY250**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 17  
**Price:** \$995  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-25)*

**OPE PRINTERS, INC.**  
**DY450**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 45 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Optional Character Set Size:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16.7  
**Price:** \$1,495  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** 1984

**PANASONIC INDUSTRIAL CO.**  
**KX-P 1090**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Print Speed:** 80 cps  
**Maximum Characters Per Line:** 158  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction, Pin  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Curves; Patterns; Arcs  
**Price:** \$499  
**Distribution Method:** Third-Party  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-26)*

**PANASONIC INDUSTRIAL CO.**  
**KX-P 3151**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 22 cps  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15.5  
**Distribution Method:** End User, OEM, Third-Party  
**Date First Installed:** June 1984

**PERKIN-ELMER CORP.**  
**855**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 8  
**Price:** \$1,460  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-26)*

**PERKIN-ELMER CORP.**  
**LPK-25**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 25 cps  
**Maximum Characters Per Line:** 132  
**Maximum Characters Per Line:** 158  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 16.7  
**Distribution Method:** End User, OEM

**PRIMAGES, INC.**  
**PRIMAGE I**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps

**Optional Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Automatic Sheet Feed  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14  
**Price:** \$1,875  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-27)*

**PRINTACOLOR CORP.**  
**TC-1040**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Ink-Jet  
**Maximum Print Speed:** 100 cps  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 14  
**Graphics Functions Supported:** Dot Addressable  
**Colors Supported:** 7  
**Price:** \$5,495  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 100 - 500  
*(See Vendor Profile Page V-27)*

**QUME CORP.**  
**LETTERPRO 20**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 20 cps  
**Maximum Characters Per Line:** 165  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 13  
**Price:** \$899  
**Distribution Method:** Third-Party  
**Number Installed to Date:** Under 100  
**Date First Installed:** March 1984  
*(See Vendor Profile Page V-28)*

**QUME CORP.**  
**SPRINT 7**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 55 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Forms Type Accepted:** Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** January 1982

**QUME CORP.**  
**SPRINT 8/50**  
**Print Mechanism:** Impact

**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** December 1982

**QUME CORP.**  
**SPRINT 8/50**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** December 1982

**QUME CORP.**  
**SPRINT 9**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 5 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 94  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,250  
**Distribution Method:** OEM  
**Date First Installed:** 1982

**QUME CORP.**  
**SPRINT 10/35**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 35 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** June 1982

**QUME CORP.**  
**SPRINT 10/50**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Print Speed:** 50 cps  
**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 15  
**Price:** \$2,500  
**Distribution Method:** OEM  
**Date First Installed:** June 1982

**QUME CORP.**

**SPRINT 11/40-130 PLUS**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 197  
 Standard Character Set Size: 130  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 1  
 Price: \$1,990  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: January 1983

**QUME CORP.**

**SPRINT 11/40-130 WT PLUS**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 293  
 Standard Character Set Size: 130  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Maximum Form Width (in.): 22  
 Graphics Functions Supported: Dot Addressable  
 Colors Supported: 1  
 Price: \$2,965  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: January 1983

**QUME CORP.**

**SPRINT 11/40 PLUS**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 35 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 15  
 Price: \$1,776  
 Distribution Method: OEM  
 Date First Installed: December 1982

**QUME CORP.**

**TWIN TRACK**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 75 cps  
 Maximum Characters Per Line: 264  
 Standard Character Set Size: 192  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 28  
 Price: \$4,000  
 Distribution Method: OEM

**RICOH OF AMERICA**

**1200**  
 Print Mechanism: Impact

Print Technique: Daisywheel  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 165  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 14  
 Graphics Functions Supported: Charts  
 Price: \$695  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: April 1983  
 (See Vendor Profile Page V-30)

**RICOH OF AMERICA**

**1300**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 30 cps  
 Maximum Characters Per Line: 165  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 17  
 Graphics Functions Supported: Charts  
 Price: \$1,400  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: July 1983

**RICOH OF AMERICA**

**1500Q**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 124  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Sheet Feed  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$1,489  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: November 1983

**RICOH OF AMERICA**

**1600**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 165  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16

Price: \$1,700  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: More than 50,000  
 Date First Installed: April 1979

**RICOH OF AMERICA**

**1600Q**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 163  
 Standard Character Set Size: 124  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Maximum Form Width (in.): 16  
 Price: \$1,939  
 Distribution Method: OEM, Third-Party  
 Date First Installed: November 1983

**RICOH OF AMERICA**

**2200 Q**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 21 cps  
 Maximum Characters Per Line: 136  
 Standard Character Set Size: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$739  
 Distribution Method: OEM, Third-Party  
 Date First Installed: November 1983

**SANTEC CORP.**

**S700 PRINTER**  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 17 cps  
 Maximum Characters Per Line: 237  
 Standard Character Set Size: 96  
 Optional Character Set Sizes: 192  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Single  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 14  
 Graphics Functions Supported: 16 Available  
 Price: \$3,600  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: April 1982  
 (See Vendor Profile Page V-30)

**SANYO BUSINESS SYSTEMS**

**CORP.**  
**PR 5000**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 121  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction

Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 12.5  
 Price: \$595  
 Distribution Method: Third-Party  
 Number Installed to Date: 10,000 - 50,000  
 (See Vendor Profile Page V-30)

**SANYO BUSINESS SYSTEMS**

**CORP.**  
**PR-5000**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 10 cps  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold  
 Price: \$595  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: July 1983

**SANYO BUSINESS SYSTEMS**

**CORP.**  
**SANYO PR 5500**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 16 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 22.9  
 Price: \$995  
 Distribution Method: Third-Party  
 Number Installed to Date: 10,000 - 50,000  
 Date First Installed: April 1983

**SCM CORP.**

**L-1000**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 12 cps  
 Maximum Characters Per Line: 105  
 Standard Character Set Size: 88  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 13  
 Price: \$545  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: March 1984  
 (See Vendor Profile Page V-31)

**SILVER-REED AMERICA, INC.**

**EXP 500**  
 Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 101  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 13

# Serial Printers

Under 100 cps

Date First Installed: July 1983  
(See Vendor Profile Page V-31)

**SILVER-REED AMERICA, INC.**  
EXP 500 II  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 17 cps  
Maximum Characters Per Line: 158  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Cut  
Sheet  
Maximum Form Width (in.): 14  
Price: \$895  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: February 1983

**SINGER DATA PRODUCTS**  
5010  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 4  
Price: \$1,075  
Distribution Method: End User,  
OEM  
Number Installed to Date: 5,000 -  
10,000  
(See Vendor Profile Page V-32)

**SINGER DATA PRODUCTS**  
5011  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fanfold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 4  
Price: \$1,075  
Distribution Method: End User,  
OEM  
Number Installed to Date: 5,000 -  
10,000

**SONY COMMUNICATIONS  
PRODUCTS CO.**  
SONY COMPACT PRINTER  
Print Mechanism: Nonimpact  
Print Technique: Dot Matrix  
Maximum Print Speed: 15 cps  
Maximum Characters Per Line: 80  
Form Feed Method: Tractor  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$280  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: July 1982  
(See Vendor Profile Page V-32)

**STAR MICRONICS, INC.**  
POWER TYPE  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 18 cps  
Maximum Characters Per Line: 110  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Pin  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 13  
Price: \$499  
Distribution Method: Third-Party  
Number Installed to Date: Under  
100  
Date First Installed: January 1984  
(See Vendor Profile Page V-32)

**STAR MICRONICS, INC.**  
STX-80  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 66 cps  
Maximum Characters Per Line: 90  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$199  
Distribution Method: Third-Party  
Number Installed to Date: Under  
100  
Date First Installed: June 1983

**SYNTEST CORP.**  
SYNTEST SP-2000  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$925  
Distribution Method: OEM  
Number Installed to Date: 1,000 -  
5,000  
Date First Installed: November 1982  
(See Vendor Profile Page V-33)

**TANDY CORP.**  
CGP 115  
Print Mechanism: Ball Point  
Maximum Print Speed: 12 cps  
Maximum Characters Per Line: 40  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Graphics Functions Supported: All,  
X, Y Plotting  
Colors Supported: 4  
Price: \$200  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-33)

**TANDY CORP.**  
CGP 220  
Print Mechanism: Nonimpact  
Print Technique: Ink-Jet

Maximum Print Speed: 37 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 30,  
132  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Graphics Functions Supported:  
Raster Scan; Bit-Image Graphics  
Colors Supported: 7  
Price: \$699  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: 1983

**TANDY CORP.**  
DMP 110  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 50 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Graphics Functions Supported:  
Raster Scan; Bit-Image  
Price: \$399  
Distribution Method: End User  
Date First Installed: 1982

**TANDY CORP.**  
DWIB  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 43 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 124  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor,  
Friction  
Forms Type Accepted: Cut Sheet,  
Envelope Feed  
Maximum Form Width (in.): 14  
Price: \$1,995  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: 1981

**TANDY CORP.**  
DWP 210  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 18 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 100  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 12  
Price: \$799  
Distribution Method: End User  
Date First Installed: April 1983

**TANDY CORP.**  
DWP 410  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 136

Standard Character Set Size: 124  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Cut Sheet  
Maximum Form Width (in.): 14  
Price: \$1,295  
Distribution Method: End User  
Date First Installed: 1982

**TANDY CORP.**  
TP 10  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 32  
Standard Character Set Size: 96  
Optional Character Set Size: 164  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 4  
Price: \$100  
Distribution Method: End User  
Date First Installed: 1983

**TDC**  
GPM 40  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 40  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Maximum Form Width (in.): 10  
Graphics Functions Supported:  
Curves; Patterns; Three-  
Dimensional; Charts  
Colors Supported: 1  
Price: \$220 to \$235  
Distribution Method: End User  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: January 1981  
(See Vendor Profile Page V-34)

**TDC**  
GPM 80  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 100 cps  
Maximum Characters Per Line: 80  
Character Code: Ascii  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fanfold, Roll  
Graphics Functions Supported:  
Curves; Patterns; Three-  
Dimensional; Charts  
Colors Supported: 1  
Price: \$220 to \$235  
Distribution Method: OEM  
Number Installed to Date: 40,000  
Date First Installed: September  
1979

**TDC**  
SPM  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 80  
Character Code: Ascii  
Form Feed Method: Tractor  
Forms Type Accepted: Fanfold  
Price: \$200  
Distribution Method: OEM  
Date First Installed: May 1984

**TEKTRONIX, INC.**

4942

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 60 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 8  
 Graphics Functions Supported: Dot  
 Addressable  
 Price: \$2,900  
 (See Vendor Profile Page V-34)

**TELFAR, INC.**

PL 20C

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 150 lpm  
 Maximum Characters Per Line: 20  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 3  
 Price: \$395  
 Distribution Method: OEM  
 Number Installed to Date: 500 - 1,000  
 Date First Installed: 1980  
 (See Vendor Profile Page V-34)

**TELFAR, INC.**

PL 20CX

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 120 lpm  
 Maximum Characters Per Line: 20  
 Standard Character Set Size: 96  
 Optional Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 3  
 Price: \$395  
 Distribution Method: OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1980

**TELFAR, INC.**

PL 20E

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 120 lpm  
 Maximum Characters Per Line: 20  
 Standard Character Set Size: 96  
 Optional Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 3  
 Price: \$297  
 Distribution Method: OEM  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: 1978

**TELFAR, INC.**

PL 20EX

Print Mechanism: Nonimpact

Print Technique: Thermal Matrix  
 Maximum Print Speed: 120 lpm  
 Maximum Characters Per Line: 20  
 Standard Character Set Size: 96  
 Optional Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 3  
 Price: \$297  
 Distribution Method: OEM  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: 1978

**TELXON CORP.**

IP-40

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 75 lpm  
 Maximum Characters Per Line: 40  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 4.25  
 Price: \$1,100  
 Distribution Method: End User, OEM, Third-Party  
 Date First Installed: June 1984  
 (See Vendor Profile Page V-34)

**TEXAS INSTRUMENTS, INC.**

OMNI 800/840 RO

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 75 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 128  
 Optional Character Set Size: 128  
 International  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 15  
 Price: \$995  
 Distribution Method: End User, Third-Party  
 (See Vendor Profile Page V-35)

**TREND/COM/3M**

WHISPER PRINTER 1902

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 40  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 4.25  
 Graphics Functions Supported: Bit-Image  
 Price: \$299  
 Date First Installed: 1983  
 (See Vendor Profile Page V-35)

**TREND/COM/3M**

WHISPER PRINTER 1904

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 40

Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 4.25  
 Graphics Functions Supported: Bit-Image  
 Price: \$289  
 Date First Installed: 1983

**TREND/COM/3M**

WHISPER PRINTER 1912

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 8.5  
 Graphics Functions Supported: Bit-Image  
 Price: \$299  
 Date First Installed: 1983

**TREND/COM/3M**

WHISPER PRINTER 1914

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Maximum Form Width (in.): 8.5  
 Graphics Functions Supported: Bit-Image  
 Price: \$289  
 Date First Installed: 1983

**TTX, INC.**

TTX 1014

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 173  
 Standard Character Set Size: 96  
 Optional Character Set Size: 100  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 14.8  
 Price: \$499  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: 10,000 - 50,000  
 Date First Installed: March 1983  
 (See Vendor Profile Page V-35)

**VECTOR GRAPHIC, INC.**

3500

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 33 cps  
 Maximum Characters Per Line: 163  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction

Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$2,695  
 Distribution Method: Third-Party

**VECTOR GRAPHIC, INC.**

7700

Print Mechanism: Impact  
 Print Technique: Print Thimble  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 163  
 Standard Character Set Size: 128  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 16  
 Price: \$3,450  
 Distribution Method: OEM, Third-Party

**VIVITAR COMPUTER**

PRODUCTS

TRANSTAR 120

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 14 cps  
 Maximum Characters Per Line: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 12  
 Price: \$599  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: June 1983  
 (See Vendor Profile Page V-36)

**VIVITAR COMPUTER**

PRODUCTS

TRANSTAR 130

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 18 cps  
 Maximum Characters Per Line: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 17  
 Price: \$895  
 Distribution Method: Third-Party  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: January 1983

**VIVITAR COMPUTER**

PRODUCTS

TRANSTAR 140

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 40 cps  
 Maximum Characters Per Line: 132  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction, Cut Sheet  
 Forms Type Accepted: Fanfold, Charoll, Cut Sheet  
 Maximum Form Width (in.): 16  
 Graphics Functions Supported:

Arrows; Curves; Three-Dimensional; Charts  
 Price: \$1,695  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: February 1982

### VIVITAR COMPUTER

#### PRODUCTS

TRANSTAR 315  
 Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Print Speed: 50 cps  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction, Pin  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 11  
 Graphics Functions Supported: Arrows; Three-Dimensional; Curves; Charts; Patterns  
 Colors Supported: 7  
 Price: \$599  
 Distribution Method: Third-Party  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: July 1983

### WANG LABORATORIES, INC.

#### DW-20

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 98  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction, Sheet Feed  
 Forms Type Accepted: Fanfold, Cut Sheet  
 Maximum Form Width (in.): 15  
 (See Vendor Profile Page V-36)

### WANG LABORATORIES, INC.

#### PC-PM012

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 20 cps  
 Maximum Characters Per Line: 95  
 Standard Character Set Size: 96  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 8  
 Price: \$1,295

### WANG LABORATORIES, INC.

#### PC-PM014

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Print Speed: 55 cps  
 Maximum Characters Per Line: 95  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Cut Sheet  
 Maximum Form Width (in.): 15  
 Price: \$2,995  
 Date First Installed: June 1984

## Serial Printers Without Specified Speed

### A. B. DICK CO.

#### VIDEO JET PRINTER 9100 SERIES

Print Mechanism: Nonimpact  
 Print Technique: Ink Jet  
 Maximum Characters Per Line: Variable  
 Standard Character Set Size: Variable  
 Optional Character Set Sizes: Variable  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Conveyor  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet, Any  
 Graphics Functions Supported: Anything  
 Colors Supported: 6  
 Price: \$11,000 to \$15,000  
 Distribution Method: End User  
 Number Installed to Date: 5,000 - 10,000  
 Date First Installed: 1978  
 (See Vendor Profile Page V-1)

### ALPHACOM, INC.

#### ALPHACOM 81

Print Mechanism: Nonimpact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 100  
 Communications Port: Serial, Parallel  
 Price: \$169  
 Distribution Method: OEM, Third-Party  
 Number Installed to Date: More than 50,000  
 Date First Installed: November 1983  
 (See Vendor Profile Page V-2)

### AXONIX CORP.

#### THIN TYPE

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Price: \$405  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: July 1984  
 (See Vendor Profile Page V-4)

### AXONIX CORP.

#### THIN PRINT 80

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 96  
 Character Code: Ascii  
 Communications Port: Serial, Parallel

Form Feed Method: Friction  
 Forms Type Accepted: Roll  
 Graphics Functions Supported: Curves; Graphs; Charts  
 Price: \$319  
 Distribution Method: End User, OEM, Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: April 1984

### BLUE CHIP ELECTRONICS

#### M120/10

Print Mechanism: Impact  
 Print Technique: Dot Matrix  
 Maximum Characters Per Line: 80  
 Standard Character Set Size: 220  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 10  
 Price: \$349  
 Distribution Method: Third-Party  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-4)

### COMPUTER TRANSCIVER

#### SYSTEMS, INC.

#### EXECUPORT 1230

Print Mechanism: Nonimpact  
 Print Technique: Thermal Matrix  
 Maximum Characters Per Line: 136  
 Optional Character Set Sizes: 256  
 Character Code: Ascii  
 Communications Port: Serial, Parallel  
 Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 18  
 Price: \$1,330  
 Distribution Method: End User  
 Date First Installed: July 1984  
 (See Vendor Profile Page V-8)

### DATAPoint CORP.

#### 9611

Print Mechanism: Impact  
 Print Technique: Daisywheel  
 Maximum Characters Per Line: 158  
 Standard Character Set Size: 72  
 Character Code: Ascii  
 Communications Port: Serial  
 Form Feed Method: Tractor, Friction  
 Forms Type Accepted: Fanfold, Roll, Cut Sheet  
 Maximum Form Width (in.): 13  
 Price: \$3,495  
 (See Vendor Profile Page V-10)

### DECISION DATA COMPUTER

#### CORP.

#### 8703 MATRIX LINE PRINTER

Print Mechanism: Impact  
 Print Technique: Dual Head Matrix  
 Character Code: Ascii, Ebcidic  
 Form Feed Method: Pin  
 Forms Type Accepted: Fanfold  
 Maximum Form Width (in.): 17  
 Price: \$6,188  
 Distribution Method: End User  
 Number Installed to Date: 500  
 Date First Installed: 1982  
 (See Vendor Profile Page V-11)

### DI/AN CONTROLS, INC.

#### 800

Print Mechanism: Impact

Print Technique: Drum  
 Maximum Characters Per Line: Variable

#### Optional Character Set Sizes:

Variable

Character Code: Proprietary

Communications Port: Serial, Parallel

Form Feed Method: Friction  
 Forms Type Accepted: Fanfold, Roll  
 Maximum Form Width (in.): 4  
 Price: \$12,950

Distribution Method: End User

Number Installed to Date: Under 100

Date First Installed: 1983

(See Vendor Profile Page V-11)

### DI/AN CONTROLS, INC.

#### 8100

Print Mechanism: Impact

Print Technique: Drum

Optional Character Set Sizes: Custom

Character Code: Ascii

Communications Port: Serial, Parallel

Form Feed Method: Pin

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 5

Price: \$5,000

Distribution Method: End User, OEM

Number Installed to Date: 1,000 - 5,000

Date First Installed: 1973

### DI/AN CONTROLS, INC.

#### 8379

Print Mechanism: Impact

Print Technique: Drum

Optional Character Set Sizes: Variable

Character Code: Ascii

Communications Port: Serial, Parallel

Form Feed Method: Friction

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 3

Price: \$4,500

Distribution Method: End User, OEM

Number Installed to Date: 500 - 1,000

Date First Installed: 1968

### DI/AN CONTROLS, INC.

#### 8500

Print Mechanism: Impact

Print Technique: Drum

Optional Character Set Sizes: Variable

Character Code: Ascii

Communications Port: Serial, Parallel

Form Feed Method: Friction

Forms Type Accepted: Fanfold, Roll

Maximum Form Width (in.): 4

Price: \$5,000

Distribution Method: End User, OEM

Number Installed to Date: 1,000 - 5,000

Date First Installed: 1972

### DIGITAL MATRIX

#### FORM WRITER 9/132

Print Mechanism: Impact

Print Technique: Dot Matrix

**Maximum Characters Per Line:** 132  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 16  
**Graphics Functions Supported:** Arcs; Dot Addressable; Curves; Patterns  
**Colors Supported:** 1  
**Price:** \$1,375  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 200  
**Date First Installed:** April 1984  
*(See Vendor Profile Page V-11)*

**DIGITAL MATRIX**  
**FORM WRITER 180**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Maximum Form Width (in.):** 10  
**Graphics Functions Supported:** Arcs; Dot Addressable; Curves; Patterns  
**Colors Supported:** 1  
**Price:** \$1,200  
**Distribution Method:** End User, OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** April 1984

**DP — TEK, INC.**  
**WP-11**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Characters Per Line:** 220  
**Standard Character Set Size:** 100  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 13  
**Price:** \$1,250  
**Distribution Method:** End User, OEM  
**Date First Installed:** February 1984  
*(See Vendor Profile Page V-12)*

**FACIT, INC.**  
**4510**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Characters Per Line:** 80  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Price:** \$495  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-14)*

**FACIT, INC.**  
**4512**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 136  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Price:** \$995  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1983

**FACIT, INC.**  
**4528D**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 136  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll  
**Price:** \$1,545  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1983

**FACIT, INC.**  
**4528T**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 136  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll  
**Price:** \$1,545  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1983

**FACIT, INC.**  
**4542**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 136  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Graphics Functions Supported:** Arcs; Curves; Patterns; Charts  
**Colors Supported:** 2  
**Price:** \$3,000 to \$6,000  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1982

**FACIT, INC.**  
**4544**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 136  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Graphics Functions Supported:** Arcs; Charts; Curves; Patterns  
**Colors Supported:** 4

**Price:** \$3,000 to \$6,000  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** 1982

**FACIT, INC.**  
**4580**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Characters Per Line:** 136  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 128  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold, Roll, Cut Sheet  
**Price:** \$845  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** 1983

**HEWLETT-PACKARD CO.**  
**HP 2671A**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 256  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Friction  
**Forms Type Accepted:** Fanfold, Roll  
**Maximum Form Width (in.):** 9  
**Price:** \$1,240  
**Distribution Method:** End User  
**Number Installed to Date:** 10,000 - 50,000  
**Date First Installed:** May 1981  
*(See Vendor Profile Page V-16)*

**JDL, INC.**  
**JDL 750**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Maximum Characters Per Line:** 151  
**Standard Character Set Size:** 12  
**Optional Character Set Sizes:** 48, 24  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction, Automatic Cassette  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 5  
**Graphics Functions Supported:** Arcs; Three-Dimensional; Curves; Charts; Patterns  
**Colors Supported:** 6  
**Price:** \$1,788  
**Distribution Method:** OEM, Third-Party  
**Date First Installed:** February 1984  
*(See Vendor Profile Page V-17)*

**KAYPRO CORP.**  
**KAYPRO LETTER QUALITY PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Characters Per Line:** 132  
**Communications Port:** Parallel  
**Form Feed Method:** Tractor  
**Maximum Form Width (in.):** 11

**Price:** \$599  
*(See Vendor Profile Page V-19)*

**KIPP & ZONEN**  
**BD70**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 8  
**Graphics Functions Supported:** Plotting; Charts  
**Colors Supported:** 1  
**Price:** \$1,545  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-1)*

**KIPP & ZONEN**  
**BD71**  
**Print Mechanism:** Nonimpact  
**Print Technique:** Thermal Matrix  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Pin  
**Forms Type Accepted:** Roll  
**Maximum Form Width (in.):** 8  
**Graphics Functions Supported:** Plotting; Charts  
**Price:** \$1,900  
**Distribution Method:** End User, OEM, Third-Party  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-19)*

**MECHATRON SYSTEMS**  
**SERIES 50**  
**Print Mechanism:** Impact  
**Print Technique:** Daisywheel  
**Maximum Characters Per Line:** 80  
**Standard Character Set Size:** 96  
**Character Code:** Ascii  
**Communications Port:** Serial, Parallel  
**Form Feed Method:** Tractor, Friction  
**Forms Type Accepted:** Fanfold  
**Maximum Form Width (in.):** 15  
**Colors Supported:** 1  
**Price:** \$1,595  
**Distribution Method:** OEM, Third-Party  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** October 1983  
*(See Vendor Profile Page V-21)*

**NORTHERN TELECOM, INC.**  
**UNIVERSAL MATRIX PRINTER**  
**Print Mechanism:** Impact  
**Print Technique:** Dot Matrix  
**Standard Character Set Size:** 96  
**Optional Character Set Sizes:** 64  
**Character Code:** Ascii, Ebcidic  
**Form Feed Method:** Tractor  
**Forms Type Accepted:** Fanfold, Cut Sheet  
**Maximum Form Width (in.):** 15  
*(See Vendor Profile Page V-24)*

### QUME CORP.

#### SPRINT 11/55 PLUS

Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 197  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Colors Supported: 1  
Price: \$1,990  
Distribution Method: OEM, Third-Party  
Number Installed to Date: 10,000 - 50,000  
Date First Installed: December 1982  
(See Vendor Profile Page V-28)

### SILVER-REED AMERICA, INC.

EXP 400  
Print Mechanism: Impact  
Print Technique: Daisywheel  
Maximum Characters Per Line: 80  
Character Code: Ascii

### Communications Port: Serial

Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Cut Sheet  
Maximum Form Width (in.): 8.5  
Price: \$399  
Date First Installed: May 1984  
(See Vendor Profile Page V-31)

### TANDY CORP.

DMP 120  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 30, 132  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Form Type Accepted: Fanfold, Roll, Cut Sheet  
Graphics Functions Supported: Raster Scan; Bit-Image  
Price: \$500  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-33)

### TELPAR, INC.

PL 12E  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 12  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll  
Maximum Form Width (in.): 2  
Price: \$297  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1979  
(See Vendor Profile Page V-34)

### TELPAR, INC.

PL 20 RACKMOUNT  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 20  
Standard Character Set Size: 96  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Friction  
Form Type Accepted: Roll

### Maximum Form Width (in.): 3

Price: \$495  
Distribution Method: OEM  
Number Installed to Date: Under 100  
Date First Installed: 1983

### TRILOG, INC.

TIP 301  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Arcs; Curves; Patterns; Charts; Three-Dimensional  
Price: \$5,900  
Distribution Method: OEM, Third-Party  
Number Installed to Date: Under 100  
Date First Installed: April 1984  
(See Vendor Profile Page V-35)

## Index to Teleprinters By Type

Teleprinters have been indexed according to type — receive-only, keyboard send/receive, (KSR), automatic send/receive, (ASR) or other. Within each product type the listings have been indexed alphabetically by vendor and contain information on the transmission speed, price and the page number on which the complete product listings can be found.

The product listings have been arranged in alphabetical order by vendor.

### Receive-Only Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
AT&T Teletype Corp.	T-300	9,600 bps	\$4,625	B-59
	MODEL 40	4,800 bps	\$6,992	B-59
C. Itoh Electronics	1550B	9,600 bps	\$830	B-59
	1550S	9,600 bps	\$1,125	B-59
	1550SC	9,600 bps	\$1,225	B-59
	8510B	9,600 bps	\$495	B-59
	8510S	9,600 bps	\$795	B-59
	8510SC	9,600 bps	\$895	B-59
	8600B	9,600 bps	\$1,295	B-59
	F-10-55	9,600 bps	\$1,995	B-60
	A-10	2,400 bps	\$695	B-59
	F-10-40	2,400 bps	\$1,795	B-60
Computer Devices, Inc.	Z100	9,600 bps	\$1,195	B-60
Computer Transceiver Systems, Inc.	EXECUPORT 420 RO	9,600 bps	\$795	B-60
	EXECUPORT 1210	9,600 bps	\$1,040	B-60
	EXECUPORT 1220	9,600 bps	\$1,395	B-61
Data General Corp.	4433	N/A	\$1,800	B-61
Dataproducts New England, Inc.	TCG-200	N/A	\$3,000	B-61
	2910 (TT-624) MILITARY TELEPRINTER	4,800 bps	\$30,000	B-61
	MXT 1200 TEMPEST MATRIX PRINTER	4,800 bps	\$6,250	B-61
Digital Equipment Corp.	LA120 DECPRINTER III	9,600 bps	\$2,420	B-61
Extel Corp.	COM SCRIBE	9,600 bps	\$1,300	B-62
Fujitsu America, Inc.	DPL 24	9,600 bps	\$1,995	B-62
M/A-COM Information Systems Division	T-393	N/A	N/A	B-62
	T-383A	19,200 bps	N/A	B-62
	T-11/40	9,600 bps	N/A	B-62
	T-810	9,600 bps	N/A	B-63
	T-850	9,600 bps	N/A	B-63
	T-855	9,600 bps	N/A	B-63
	T-382A	19 bps	N/A	B-62
Mannesmann Tally	MT 1612	1,200 bps	N/A	B-63
MDS Qental	4212	9,600 bps	\$3,450	B-63
NCR Corp.	NCR 2600 (RO)	1,200 bps	\$1,995	B-63
Qwint Systems, Inc.	RO 700 SERIES	9,600 bps	\$795 to \$995	B-64

### Keyboard Send/Receive Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
AT&T Teletype Corp.	5310/5320	9,600 bps	\$2,000	B-59
Computer Devices, Inc.	2200	9,600 bps	\$1,395	B-60
	2320	9,600 bps	\$2,195	B-60
	2300	9,600 bps	\$1,695	B-60
	2312	9,600 bps	\$2,195	B-60
Computer Transceiver Systems, Inc.	EXECUPORT 430	1,200 bps	\$995	B-60
	EXECUPORT 440	1,200 bps	\$1,195	B-60
	EXECUPORT 443 (TWX, TLX)	1,200 bps	\$1,795	B-60
	EXECUPORT 4000 SERIES	300 bps	\$2,495	B-61
Dataproducts New England, Inc.	MXT 1200 TEMPEST MESSAGE TERMINAL	4,800 bps	\$9,000	B-61

## Teleprinter Index

Digital Equipment Corp.	LA12 DECWRITER CORRESPONDENT	9,600 bps	\$1,500	B-61
	LA120 DEC WRITER III	9,600 bps	\$2,800	B-61
Genicom Corp.	2120	9,600 bps	\$2,195	B-62
	2030	4,800 bps	\$1,250	B-62
	200 RO/KSR	1,200 bps	\$2,350	B-62
Hewlett-Packard Co.	HP 2635B	9,600 bps	\$4,370	B-62
M/A-COM Information Systems Div.	T-100	9,600 bps	N/A	B-62
	T-820	9,600 bps	N/A	B-63
	T-1210	9,600 bps	N/A	B-63
	T-707	300 bps	N/A	B-62
NEC Information Systems	SPINWRITER 7720	1,200 bps	N/A	B-63
	SPINWRITER 7725	1,200 bps	N/A	B-63
Olympia USA, Inc.	ESW103	19,200 bps	\$1,899	B-63
Qwint Systems, Inc.	KSR 700	1,200 bps	\$995	B-64
Texas Instruments, Inc.	MODEL 783 KSR PRINTER	9,600 bps	\$1,600	B-64
	OMNI 800/820 KSR	9,600 bps	\$2,165	B-64
	OMNI 800/840 KSR	9,600 bps	\$1,095	B-64
	MODEL 785/787 TERMINAL	1,200 bps	\$2,000	B-64
	SILENT 700/703 KSR	300 bps	N/A	B-64

## Automatic Send/Receive Teleprinters

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
AT&T Teletype Corp.	MODEL 43	1,800 bps	\$1,650	B-59
Computer Transceiver Systems, Inc.	EXECUPORT 4120	9,600 bps	\$3,295	B-61
	EXECUPORT 4120 BLOCK SEND, RECEIVE	9,600 bps	\$3,995	B-61
Mapcom International, Inc.	EZ PRINT 21	9,600 bps	\$945	B-63
	EZ PRINT 40	9,600 bps	\$1,295	B-63
Texas Instruments, Inc.	MODEL 763 TERMINAL	2,400 bps	\$2,700	B-64
	MODEL 765 TERMINAL	2,400 bps	\$3,000	B-64
	MODEL 767 TERMINAL	2,400 bps	\$4,000	B-64
	SILENT 700 707/709	300 bps	N/A	B-64
Trendcom/3M	WHISPER WRITER	300 bps	\$1,145	B-64

## Other Teleprinter Types

VENDOR	MODEL	TRANSMISSION SPEED	PRICE	PAGE
BDS Corp.	M-200	N/A	\$7,050	B-59
Qwint Systems, Inc.	MSR 740 ELECTRONIC MAIL SERIES	1,200 bps	\$1,095	B-64

## AT&T TELETYPE CORP.

5310/5330  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 220  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported:  
Mosaic; Bit-Mapped  
Price: \$2,000  
Distribution Method: End User  
Date First Installed: 1984  
(See Vendor Profile Page V-4)

## AT&T TELETYPE CORP.

MODEL 40  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
4,800 bps  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Belt  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 64,  
96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Price: \$6,992  
Distribution Method: Third-Party  
Date First Installed: March 1974

## AT&T TELETYPE CORP.

MODEL 43  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
1,800 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Price: \$1,650  
Distribution Method: Third-Party  
Number Installed to Date: More  
than 50,000

## AT&T TELETYPE CORP.

T-300  
Receive Only  
Data Transmission Characteristics:

Half-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Belt  
Maximum Print Speed: 300 lpm  
Maximum Characters Per Line: 132  
Optional Character Set Sizes: 96,  
128, 256  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Price: \$4,625  
Distribution Method: Third-Party  
Date First Installed: 1983

## BDS CORP.

M-200  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 lpm  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Price: \$7,050  
Distribution Method: End User,  
Third-Party  
Number Installed to Date: 1,500

## C. ITOH ELECTRONICS

85108  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii  
Communications Port: Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$830  
Distribution Method: OEM, Third-Party  
(See Vendor Profile Page V-6)

## C. ITOH ELECTRONICS

15508  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited

Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 16  
Price: \$1,125  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

15505C  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,225  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

85108  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 10  
Price: \$495  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

85105  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii

Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Price: \$795  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

85105C  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 10  
Colors Supported: 7  
Price: \$895  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

85008  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes:  
Unlimited  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 10  
Colors Supported: 1  
Price: \$1,295  
Distribution Method: OEM, Third-Party

## C. ITOH ELECTRONICS

A-10  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
2,400 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 20 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii

# Teleprinters

Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 15  
Price: \$695  
Distribution Method: OEM, Third-  
Party

## 5. ITOH ELECTRONICS

F-10-40

Receive Only

Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
2,400 bps  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,795  
Distribution Method: OEM, Third-  
Party

## 6. ITOH ELECTRONICS

F-10-55

Receive Only

Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$1,995  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: 2,295

## COMPUTER DEVICES, INC.

Z300

Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technique: Thermal Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5

Price: \$1,395

Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-8)

## COMPUTER DEVICES, INC.

Z320

Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technique: Thermal Matrix  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll,  
Thermal  
Maximum Form Width (in.): 8.5  
Price: \$2,195  
Distribution Method: End User,  
OEM, Third-Party

## COMPUTER DEVICES, INC.

Z100

Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technique: Thermal Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$1,195  
Distribution Method: End User,  
OEM, Third-Party

## COMPUTER DEVICES, INC.

Z300

Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technique: Thermal Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Price: \$1,695  
Distribution Method: End User,  
OEM, Third-Party

Number Installed to Date: 3,000

## COMPUTER DEVICES, INC.

Z312

Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Line  
Print Technique: Thermal Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll,  
Thermal  
Price: \$2,195  
Distribution Method: End User,  
OEM, Third-Party  
Date First Installed: April 1982

## COMPUTER TRANSCIEVER

SYSTEMS, INC.

EXECUPORT 420 R0

Receive Only

Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot  
Addressable  
Price: \$795  
Distribution Method: End User  
(See Vendor Profile Page V-8)

## COMPUTER TRANSCIEVER

SYSTEMS, INC.

EXECUPORT 430

Keyboard Send/Receive

Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 9

Graphics Functions Supported: Dot  
Addressable  
Price: \$995  
Distribution Method: End User

## COMPUTER TRANSCIEVER

SYSTEMS, INC.

EXECUPORT 440

Keyboard Send/Receive

Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 9  
Graphics Functions Supported: Dot  
Addressable  
Price: \$1,195

## COMPUTER TRANSCIEVER

SYSTEMS, INC.

EXECUPORT 443 (TWX, TELEX)

Keyboard Send/Receive

Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 140  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Graphics Functions Supported: Dot  
Addressable  
Price: \$1,795

## COMPUTER TRANSCIEVER

SYSTEMS, INC.

EXECUPORT 1210

Receive Only

Data Transmission Characteristics:  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 18  
Price: \$1,040  
Distribution Method: End User

## COMPUTER TRANSCIVER SYSTEMS, INC.

**EXECUPORT 1220**  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 280 cps  
Maximum Characters Per Line: 136  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold, Roll  
Maximum Form Width (in.): 18  
Price: \$1,395  
Distribution Method: End User

## COMPUTER TRANSCIVER SYSTEMS, INC.

**EXECUPORT 4000 Series**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
300 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii, APL  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot Addressable  
Price: \$2,495  
Distribution Method: End User, OEM

## COMPUTER TRANSCIVER SYSTEMS, INC.

**EXECUPORT 4120**  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Print Technique: Thermal Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 233  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts, Histograms  
Price: \$3,295  
Distribution Method: End User, OEM

## COMPUTER TRANSCIVER SYSTEMS, INC.

**EXECUPORT 4120 BLOCK**

## SEND, RECEIVE

Automa: c Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 233  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Charts, Histograms  
Price: \$3,995  
Distribution Method: End User, OEM

## DATA GENERAL CORP.

**4433**  
Receive Only  
Data Transmission Characteristics:  
Asynchronous  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 14  
Price: \$1,800  
Distribution Method: End User, OEM, Third-Party  
Number Installed to Date: 500 - 1,000  
(See Vendor Profile Page V-9)

## DATA PRODUCTS NEW ENGLAND, INC.

**2910 (TT-624) MILITARY TELEPRINTER**  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 bps  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Drum  
Maximum Print Speed: 1,100 lpm  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Character Code: Ascii, Baudot  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold, Roll  
Maximum Form Width (in.): 10  
Price: \$30,000  
Distribution Method: End User  
Number Installed to Date: 1,000 - 5,000  
(See Vendor Profile Page V-10)

## DATA PRODUCTS NEW ENGLAND, INC.

**MXT 1200 TEMPEST MATRIX PRINTER**  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 69  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii, Baudot  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold, Roll  
Maximum Form Width (in.): 9  
Price: \$6,250  
Distribution Method: End User, OEM  
Number Installed to Date: 100 - 500

## DATA PRODUCTS NEW ENGLAND, INC.

**MXT 1200 TEMPEST MESSAGE TERMINAL**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii, Baudot  
Maximum Transmission Speed:  
4,800 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 340 cps  
Maximum Characters Per Line: 69  
Standard Character Set Size: 64  
Optional Character Set Size: 96  
Character Code: Ascii, B  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold, Roll  
Maximum Form Width (in.): 9  
Price: \$9,000  
Distribution Method: End User  
Number Installed to Date: Under 100

## DATA PRODUCTS NEW ENGLAND, INC.

**TCG-200**  
Receive Only  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous, Ascii  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 299 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold, Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Charts, Graphs, Patterns;

Weather Maps  
Colors Supported: 8  
Price: \$3,000  
Distribution Method: End User, OEM  
Date First Installed: October 1984

## DIGITAL EQUIPMENT CORP.

**LA12 DEC-WRITER CORRESPONDENT**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Character Code: Ascii, A  
Communications Port: Serial  
Form Feed Method: Tractor, Friction, Pin  
Forms Type Accepted: Fan Fold, Roll, Cut Sheet  
Graphics Functions Supported: Bit-mapped, Address  
Price: \$1,500 to \$2,200  
Distribution Method: End User, OEM, Third-Party  
(See Vendor Profile Page V-11)

## DIGITAL EQUIPMENT CORP.

**LA120 DEC WRITER III**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Textprint Optional  
Price: \$2,800  
Distribution Method: End User, OEM, Third-Party

## DIGITAL EQUIPMENT CORP.

**LA120 DECRYPTER III**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial, Parallel  
Form Feed Method: Tractor

# Teleprinters

Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Price: \$2,420  
Distribution Method: End User,  
OEM, Third-Party

**DIGITAL EQUIPMENT CORP.**  
**LETTERWRITER 100**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Optional Character Set Sizes:  
Variable  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: Dot  
Addressable  
Price: \$2,195  
Distribution Method: End User,  
OEM, Third-Party

**EXTEL CORP.**  
**COM SCRIBE**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Baudot  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 50  
Standard Character Set Size: 96  
Optional Character Set Sizes: 64,  
128  
Character Code: Ascii, Baudot  
Communications Port: Serial  
Form Feed Method: Friction,  
Pin  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 9  
Price: \$1,300  
Distribution Method: End User,  
OEM  
Number Installed to Date: 500 -  
1,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-14)

**FUJITSU AMERICA, INC.**  
**DPL 24**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 250 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96

Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin, Sheet Feed  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Bit  
Image  
Price: \$1,995  
Distribution Method: OEM, Third-  
Party  
Number Installed to Date: Under  
100  
(See Vendor Profile Page V-15)

**GENICOM CORP.**  
**200 RO/KSR**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Ascii  
Maximum Transmission Speed:  
1,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 17  
Price: \$2,350 to \$2,470  
Distribution Method: OEM, Third-  
Party  
(See Vendor Profile Page V-15)

**GENICOM CORP.**  
**2030**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Maximum Transmission Speed:  
4,800 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 80 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Graphics Functions Supported: Dot  
Master Printer  
Colors Supported: 1  
Price: \$1,250  
Distribution Method: OEM, Third-  
Party

**GENICOM CORP.**  
**2120**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix

Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 16  
Price: \$2,275  
Distribution Method: OEM, Third-  
Party

**HEWLETT-PACKARD CO.**  
**HP 2638B**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 180 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Optional Character Set Sizes: 256  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Price: \$4,370  
Distribution Method: End User  
(See Vendor Profile Page V-16)

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-1140**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 40 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
(See Vendor Profile Page V-20)

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-100**  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 240 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor, Friction

Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 14.9  
Graphics Functions Supported: Pie  
Charts; Logos; Bar Charts

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-382A**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed: 19  
bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction, Pin  
Maximum Form Width (in.): 9.5  
Graphics Functions Supported:  
Block Graphics

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-383A**  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
19,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Pin  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 16

**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
**T-393**  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Ascii  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 160 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Maximum Form Width (in.): 16  
**M/A-COM INFORMATION**  
**SYSTEMS DIVISION**  
Keyboard Send/Receive  
Data Transmission Characteristics:

Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
300 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5

## M/A-COM INFORMATION SYSTEMS DIVISION

T-810  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Graphics Functions Supported: All

## M/A-COM INFORMATION SYSTEMS DIVISION

T-820  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 95  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User

## M/A-COM INFORMATION SYSTEMS DIVISION

T-850  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii

Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster Graphics; Bar Charts; Mosaic  
Graphics  
Distribution Method: End User

## M/A-COM INFORMATION SYSTEMS DIVISION

T-355  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll, Cut  
Sheet  
Maximum Form Width (in.): 11  
Graphics Functions Supported:  
Raster, Mosaic Character

## M/A-COM INFORMATION SYSTEMS DIVISION

T-1210  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 165 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 15  
Distribution Method: End User  
Date First Installed: 1982

## MANHESMANN TALLY

MT 1612  
Receive Only  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 200 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Distribution Method: OEM, Third-  
Party

Number Installed to Date: 10,000 -  
50,000  
(See Vendor Profile Page V-20)

## MDS QANTIL

4212  
Receive Only  
Data Transmission Characteristics:  
Asynchronous, Synchronous, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 72  
Optional Character Set Sizes: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold  
Price: \$3,450  
Number Installed to Date: 400  
Date First Installed: 1981  
(See Vendor Profile Page V-20)

## MEPCOM INTERNATIONAL, INC.

EZ PRINT 21  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Dot Matrix  
Maximum Print Speed: 72 lpm  
Maximum Characters Per Line: 21  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 5  
Colors Supported: 1  
Price: \$945  
Distribution Method: End User,  
OEM  
Number Installed to Date: 15,000  
(See Vendor Profile Page V-21)

## MEPCOM INTERNATIONAL,

EZ PRINT 40  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Line  
Print Technique: Dot Matrix  
Maximum Print Speed: 72 lpm  
Maximum Characters Per Line: 21  
Optional Character Set Sizes: 128  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor, Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 4.5  
Graphics Functions Supported:

Dot Addressable  
Price: \$1,295  
Distribution Method: End User  
Number Installed to Date: 5,000 -  
10,000  
Date First Installed: December 1980

## NCR CORP.

NCR 2600 (RO)  
Receive Only  
Data Transmission Characteristics:  
Asynchronous  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$1,995  
Distribution Method: End User  
Number Installed to Date: 1,000 -  
5,000

## NEC INFORMATION SYSTEMS

SPINWRITER 7720  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Print Thimble  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Cut Sheet  
Forms Type Accepted: Fan Fold  
Maximum Form Width (in.): 15  
Graphics Functions Supported: All  
(See Vendor Profile Page V-24)

## NEC INFORMATION SYSTEMS

SPINWRITER 7725  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Asynchronous, Ascii  
Maximum Transmission Speed:  
1,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Print Thimble  
Maximum Print Speed: 55 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor,  
Friction, Cut Sheet  
Forms Type Accepted: Fan Fold,  
Cut Sheet  
Maximum Form Width (in.): 15  
Graphics Functions Supported: All

## OLYMPIA U.S.A., INC.

ESW103  
Keyboard Send/Receive

# Teleprinters

## Data Transmission Characteristics:

Half-Duplex, Full-Duplex,  
Asynchronous  
Maximum Transmission Speed:  
19,200 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Daisywheel  
Maximum Print Speed: 17 cps  
Maximum Characters Per Line: 141  
Standard Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial,  
Parallel  
Form Feed Method: Tractor,  
Friction, Sheet Feed  
Forms Type Accepted: Fan Fold,  
Roll, Cut Sheet  
Maximum Form Width (in.): 17  
Price: \$1,899  
Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-25)

## QWINT SYSTEMS, INC.

KSR 700 SERIES  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 8  
Price: \$995 to \$1,295  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-28)

## QWINT SYSTEMS, INC.

MSR 740 ELECTRONIC MAIL  
SERIES  
Data Transmission Characteristics:  
Asynchronous, Memory System  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 8  
Price: \$1,095 to \$1,795  
Distribution Method: End User,  
Third-Party

## QWINT SYSTEMS, INC.

RO 700 SERIES  
Receive Only  
Data Transmission Characteristics:

Half-Duplex, Full-Duplex  
Maximum Transmission Speed:  
9,600 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 65 cps  
Maximum Characters Per Line: 137  
Standard Character Set Size: 96  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 8  
Price: \$795 to \$995  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

MODEL 763 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous; Ascii  
Maximum Transmission Speed:  
2,400 bps  
Integral Modem/Coupler: Optional  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$2,700  
Distribution Method: End User,  
Third-Party  
(See Vendor Profile Page V-35)

## TEXAS INSTRUMENTS, INC.

MODEL 765 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous; Ascii  
Maximum Transmission Speed:  
2,400 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal  
Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$3,000  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

MODEL 767 TERMINAL  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous, Synchronous; Ascii

## Maximum Transmission Speed:

2,400 bps  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 30 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Optional Character Set Size: 128  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$4,000  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

MODEL 783 KSR PRINTER  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 64  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$1,600  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

MODEL 785/787 TERMINAL  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
1,200 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 120 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 9  
Price: \$2,000  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

OMNI 800/820 KSR  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex, Ascii  
Maximum Transmission Speed:  
9,600 bps  
Print Mechanism: Impact  
Printer Type: Serial  
Print Technique: Dot Matrix  
Maximum Print Speed: 150 cps  
Maximum Characters Per Line: 132  
Standard Character Set Size: 96  
Optional Character Set Size:

International  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Tractor  
Forms Type Accepted: Fan Fold,  
Roll  
Maximum Form Width (in.): 15  
Price: \$2,165  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

SILENT 700 707/709  
Automatic Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
300 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Distribution Method: End User,  
Third-Party

## TEXAS INSTRUMENTS, INC.

SILENT 700/703 KSR  
Keyboard Send/Receive  
Data Transmission Characteristics:  
Full-Duplex, Ascii  
Maximum Transmission Speed:  
300 bps  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 45 cps  
Maximum Characters Per Line: 80  
Standard Character Set Size: 96  
Optional Character Set Size: 96  
Character Code: Ascii  
Communications Port: Serial  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Maximum Form Width (in.): 8.5  
Distribution Method: End User,  
Third-Party

## TREND/COM/3M

WHISPER WRITER  
Automatic Send/Receive  
Data Transmission Characteristics:  
Half-Duplex, Full-Duplex,  
Asynchronous; Ascii  
Maximum Transmission Speed:  
300 bps  
Integral Modem/Coupler: Standard  
Print Mechanism: Nonimpact  
Printer Type: Serial  
Print Technique: Thermal Matrix  
Maximum Print Speed: 35 cps  
Maximum Characters Per Line: 136  
Standard Character Set Size: 95  
Character Code: Ascii  
Form Feed Method: Friction  
Forms Type Accepted: Roll  
Price: \$1,145  
Distribution Method: End User,  
OEM, Third-Party  
(See Vendor Profile Page V-35)

You're challenging the  
limits of 5¼" drives.  
And so are we.



## Introducing the 5¼" high-density Maxell.

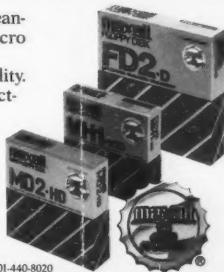
**Tomorrow, our technology could help turn your theory into reality.**

Where will new drive capabilities come from? Your vision. And our ability to envision the disks they demand.

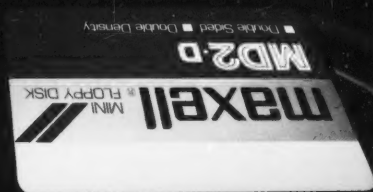
When a new high-density 5¼" flexible drive went on the drawing board at YE Data, we went to work on a disk that matched its unprecedented 2,000,000 byte capacity. Compressing our oxide layer to a mere one micron, we achieved a 15,000 BPI recording density at 600 oersted resolution. And made a remarkable theory a reality.

What's next? You tell us. In the meantime, we'll be making 8", 5¼" and micro floppy disks that lead the industry in error-free performance and durability. Disks made to specifications so exacting, the only standard is our own. The Gold Standard.

**maxell®**  
IT'S WORTH IT.



Maxell Corporation of America, 60 Oxford Drive, Moonachie, N.J. 07074 201-440-8020



**You're traveling through 140° terrain  
at 300 rpm.**

**While some disks lose their way in the torrid zone of drive heat,  
Maxell guarantees safe passage.**

A lifetime warranty. And manufacturing standards that make it almost unnecessary.

Consider this: Every time you take your disk for a little spin, you expose it to drive heat that can sidetrack data. Worse, take it to the point of no return. Maxell's Gold Standard jacket construction defies heat of 140°F. And keeps your information on track.

And Maxell runs clean. A unique process impregnates lubricants throughout the oxide layer. Extending media and head life. How good is Gold?

Maxell's the disk that many drive manufacturers trust to put new equipment through its paces. It's that bug-free.

So you can drive a bargain. But in accelerated tests, Maxell was an industry leader in error-free performance and durability. Proving that if you can't stand the heat you don't stand a chance.

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IT'S WORTH IT.

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- ☐ Color / monochrome graphics board
- ☐ High resolution color board
- ☐ Telephone interface board

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- ☐ Serial interface boards
- ☐ Parallel interface boards
- ☐ Centronics-type interface board
- ☐ Programmable timer card

### **S-100 Series**

- ☐ 12- and 19-slot mainframes
- ☐ Floppy disc controllers
- ☐ Series and parallel boards
- ☐ Memory boards
- ☐ CPU boards

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**California Computer Systems**  
250 Caribbean Dr., Sunnyvale, CA 94089  
(408) 734-5811 Telex: 171959 CCS SUVL

# Board Manufacturers

## A & H COMPUTER SYSTEMS

3 Whiskey  
Irvine, CA 92714  
(714) 859-6531  
**System Compatibility:** IBM PC/XT  
**Board Types:** Clock Calendar;  
Communications Enhancement;  
Graphics Enhancement; Memory  
Expansion; Modern; Multifunctional;  
Port Expansion; Print Buffer  
**Contacts:**  
Head of Marketing: John Harwer  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 36

## ADVANCED MICRO DEVICES, INC.

901 Thompson Pl.  
Sunnyvale, CA 94086  
(800) 538-8450  
**System Compatibility:** Intel ISBX  
**Board Types:** Memory Expansion;  
Multifunctional; Port Expansion  
**Contacts:**  
Head of Marketing: Ben Anixter  
Head of Engineering: John East  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 11,000

## ADVANCED MICROCOMPUTER SYSTEMS, INC.

6802 N.W. 20th Ave.  
Fort Lauderdale, FL 33309  
(305) 975-9515  
**System Compatibility:** IBM PC;  
S100 Bus  
**Board Types:** Clock Calendar;  
Communications Enhancement;  
Display Buffer; Graphics  
Enhancement; Memory Expansion;  
Modern; Multifunctional; Port  
Expansion; Print Buffer  
**Contacts:**  
Head of Sales: Raj Shah  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 25

## ADWAR VIDEO CORP.

335 W. 35th St.  
New York, NY 10001  
(212) 947-4040  
**System Compatibility:** IBM PC;  
Apple II  
**Board Types:** Video Recorder  
**Contacts:**  
Head of Marketing: Avner Droi  
Head of Sales: Michael Adwar  
**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 12

## ALLOY COMPUTER PRODUCTS, INC.

100 Pennsylvania Ave.  
Framingham, MA 01701  
(617) 875-6100  
**System Compatibility:** IBM PC;  
Victor 9000; Memory Expansion;  
Multifunctional; Port Expansion  
**Contacts:**  
Head of Marketing: Nigel R. Spicer  
Head of Engineering: John R. Lyman  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 80

## AMERICAN SCIENTIFIC COMPUTER CORP.

P.O. Box 40  
Alpine, CA 92001  
(619) 445-9071  
**System Compatibility:** IBM; S100  
Bus  
**Board Types:** Multifunctional; Music  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 33

## APPLIED ANALYTICS, INC.

82 Tenn-Randall Pl  
Suite 202  
Upper Marlboro, MD 20772  
(301) 420-0780  
**System Compatibility:** Apple II  
**Board Types:** Graphics  
Enhancement; Multifunctional  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 4

## APPLIED ENGINEERING

P.O. Box 796  
Carrollton, TX 75006  
(214) 492-2027  
**System Compatibility:** Apple IIe  
**Board Types:** Clock Calendar;  
Display Buffer; Graphics  
Enhancement; Memory Expansion;  
Multifunctional; Port Expansion; Data  
Acquisition  
**Geographic Coverage:** International

## APSTEK, INC.

2636 Walnut Hill Lane  
Suite 335  
Dallas, TX 75229  
(214) 357-5288  
**System Compatibility:** IBM  
**Board Types:** Clock Calendar;  
Memory Expansion; Multifunctional;  
Port Expansion; Print Buffer;  
Diagnostics  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 40

## AST RESEARCH, INC.

2121 Alton Ave.  
Irvine, CA 92714  
(714) 863-1333  
**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
Graphics Enhancement; Memory  
Expansion; Multifunctional; Port  
Expansion  
**Contacts:**  
Head of Marketing: Tom Yuen  
Head of Sales: Thomas Stickle  
Head of Engineering: Albert Wong  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 270

## ATV RESEARCH, INC.

13th & Broadway  
Dakota City, NE 68731  
(402) 987-3771  
**System Compatibility:** IBM PC;  
Apple II; Franklin  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: O. C. Shadbolt  
**Geographic Coverage:** International  
**Year Established:** 1964

## AVATAR TECHNOLOGIES, INC.

99 South St.  
Hopkinton, MA 01748  
(617) 435-6872  
**System Compatibility:** IBM  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: Dr. F. D. Wiersma  
Head of Sales: Fred Sawin  
Head of Engineering: Fred  
Schlafer  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 70

## AXIOM CORP.

1014 Griswold Ave.  
San Fernando, CA 91340  
(213) 365-9521  
**System Compatibility:** IBM; Apple;  
Commodore; TI  
**Board Types:** Graphics  
Enhancement; Multifunctional; Port  
Expansion; Print Buffer  
**Contacts:**  
Head of Marketing: Paul Farmer  
Head of Sales: Pat DeTora  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 45

## BARR SYSTEMS, INC.

Suite 315  
2500 Blue Ridge Road  
Raleigh, NC 27607  
(919) 782-4462  
**System Compatibility:** IBM PC/XT,  
PC  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing/Sales: Anthony J.  
Barr  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 3

## B & G COMPUTER APPLICATIONS

206 Brookside  
Bryan, TX 77801  
(409) 775-5009  
**System Compatibility:** Compuro  
**Board Types:** Memory Expansion;  
Multifunctional  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 4

## CAERE CORP.

100 Cooper Court  
Los Gatos, CA 95030  
(408) 395-7000  
**System Compatibility:** IBM  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Engineering: Serge Blanc  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 100

## CALIFORNIA COMPUTER SYSTEMS

250 Caribbean Dr.  
Sunnyvale, CA 94089

(408) 734-5811  
**System Compatibility:** IBM PC, PC/  
XT, Apple II, Iie, Franklin  
**Board Types:** Multifunctional  
**Contacts:**  
Head of Sales: Marcia Bradford  
Head of Software: Peter Passaretti  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 75

## CARIBBEAN COMPUTER SALES, INC.

Software Division  
221 East Osceola  
Suite 110  
Stuart, FL 33494  
(305) 287-3336  
**System Compatibility:** Apple Iie  
**Contacts:**  
Head of Marketing/Sales: Gregory  
Czora  
**Geographic Coverage:** Caribbean  
**Year Established:** 1983  
**Number of Employees:** 4

## CAVRI SYSTEMS, INC.

26 Trumbull St.  
New Haven, CT 06511  
(203) 562-4979  
**System Compatibility:** IBM PC; DEC  
**Board Types:** Multifunctional;  
Videotape/Disk Controller  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 10

## CENTRAL DATA CORP.

1602 Newton Drive  
Champaign, IL 61821  
(217) 359-8010  
**System Compatibility:** IBM  
**Board Types:** Clock Calendar;  
Communications Enhancement;  
Memory Expansion; Multifunctional;  
Port Expansion  
**Contacts:**  
Head of Marketing: Earl D.  
Jacobsen  
Head of Sales: Norman MacGregor  
Head of Software: Jeffery Roloff  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 65

## CENTRAL POINT SOFTWARE, INC.

P.O. Box 19730-203  
Portland, OR 97219  
(503) 244-5782  
**System Compatibility:** Apple II  
**Board Types:** Software Backup  
**Geographic Coverage:** International  
**Year Established:** 1980

## CLEVELAND CODONICS, INC.

18001 Edgewood Dr.  
Cleveland, OH 44130  
(216) 243-1198  
**System Compatibility:** Heathkit-  
Zenith Z-19  
**Board Types:** Graphics  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing/Sales: Mike  
Kolberg  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 17

# Board Manufacturers

## COLBY COMPUTERS

849 Independence Ave.  
Mountain View, CA 94043  
(415) 968-1410  
**System Compatibility:** IBM PC  
**Board Types:** Memory Expansion;  
Multifunctional; Port Expansion  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 5

## COLECO INDUSTRIES, INC.

999 Quaker Lane S.  
West Hartford, CT 06110  
(203) 725-6000  
**System Compatibility:** Coleco Adam  
**Board Types:** Memory Expansion;  
Multifunctional  
**Contacts:**  
Head of Marketing: Alfred R. Kahn  
Head of Sales: J. Brian Clarke  
Head of Software: Charles B.  
Winterfield  
Head of Engineering: Mark Yoseloff  
Head of Customer Service: Paul C.  
Meyer  
**Geographic Coverage:** International  
**Year Established:** 1932  
**Number of Employees:** 5,000

## COMPUTALKER CONSULTANTS, INC.

1730 21st St.  
Santa Monica, CA 90404  
(213) 828-6546  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: Ron Anderson  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 6

## CONOGRAPHIC CORP.

17841 Fitch  
Irvine, CA 92714  
(714) 474-1180  
**System Compatibility:** IBM PC  
**Board Types:** Graphics  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: Joseph Meshie  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 18

## CONTROL SYSTEMS, INC.

2855 Anthony Lane  
Minneapolis, MN 55418  
(612) 789-2421  
**System Compatibility:** IBM  
**Board Types:** Communications  
Enhancement; Multifunctional; Port  
Expansion  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 20

## CORE, INC.

542 S.E. 5th Ave.  
Delray Beach, FL 33444  
(305) 276-3929  
**System Compatibility:** IBM PC  
**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: Jim Tippins  
Head of Sales: Florine Prewitt  
Head of Software: Gerry Smith

**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 12

## C S D, INC.

P.O. Box 253  
Sudbury, MA 01776  
(617) 443-2750  
**System Compatibility:** IBM  
**Board Types:** Graphics  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: Gary Drake  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 5

## CXI, INC.

3606 W. Bayshore Road  
Palo Alto, CA 943034229  
(415) 424-0700  
**System Compatibility:** IBM PC  
**Board Types:** Communications  
Enhancement; Modem;  
Multifunctional  
**Contacts:**  
Head of Marketing: James Ashbrook  
Head of Sales: Grant Wieler  
Head of Engineering: Charles Morel  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 50

## DIGITAL COMMUNICATIONS ASSOC., INC.

303 Technology Park  
Norcross, GA 30092  
(404) 448-1400  
**System Compatibility:** IBM PC  
**Board Types:** Communications  
Enhancement; Display Buffer;  
Multifunctional  
**Contacts:**  
Head of Marketing: Robert Zack  
Head of Sales: James B. Lee  
Head of Engineering: John R. Poppas  
Head of Customer Service: Thomas  
Fisher  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 300

## D & W DIGITAL

20655 Hathaway Ave.  
Hayward, CA 94541  
(415) 887-5711  
**Board Types:** Multifunctional; Port  
Expansion  
**Year Established:** 1981  
**Number of Employees:** 1

## ETI MICRO

6918 Sierra Court  
Dublin, CA 94568  
(415) 829-6600  
**Board Types:** Multifunctional; Port  
Expansion  
**Contacts:**  
Head of Engineering: James Good  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 25

## EVENTIDE, INC.

1 Alisan Way  
Little Ferry, NJ 07643  
(201) 641-1200  
**System Compatibility:** Apple; HP  
9825

**Board Types:** Graphics  
Enhancement; Memory Expansion;  
Multifunctional; Spectrum Analysis  
**Contacts:**  
Head of Marketing: Richard Factor  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 40

## EVEREX SYSTEMS, INC.

891 Maude Ave.  
Mountain View, CA 94043  
(415) 967-1495  
**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
Graphics Enhancement; Memory  
Expansion; Multifunctional; Port  
Expansion  
**Contacts:**  
Head of Marketing: Steve Carrel  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 33

## FALCON TECHNOLOGY

6644 S. 196th St.  
Suite T-101  
Kent, WA 98032  
(800) 722-2510  
**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
Memory Expansion; Multifunctional;  
Port Expansion  
**Contacts:**  
Head of Marketing: Katherine James  
Head of Sales: Ann Ford  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 12

## FARADAY ELECTRONICS

743 Pastoria  
Sunnyvale, CA 94086  
(408) 749-1900  
**System Compatibility:** IBM PC  
**Board Types:** Memory Expansion;  
Port Expansion  
**Contacts:**  
Head of Marketing: Ronald Mazza  
Head of Sales: Charles Devita  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 30

## FRONTIER TECHNOLOGIES CORP.

P.O. Box 11238  
Milwaukee, WI 53211  
(414) 964-8689  
**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
Communications Enhancement;  
Graphics Enhancement; Memory  
Expansion; Multifunctional; Port  
Expansion; Print Buffer  
**Contacts:**  
Head of Marketing: Gary Zaffke  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 15

## GATEWAY MICRO SYSTEMS, INC.

9501 Capital of Texas Highway N.  
Suite 105  
P.O. Box 10998 #542  
Austin, TX 78759  
(512) 345-7791  
**System Compatibility:** IBM PC

**Board Types:** Communications  
Enhancement; Multifunctional  
**Contacts:**  
Head of Software: Dave Keenan  
**Geographic Coverage:** International

## GRAPHICS DEVELOPMENT LABORATORIES

2832 Ninth St.  
Berkeley, CA 94710  
(415) 844-3551  
**System Compatibility:** IBM  
**Board Types:** Display Buffer;  
Graphics Enhancement; Memory  
Expansion; Multifunctional  
**Contacts:**  
Head of Sales: Emil Matignon  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 13

## HERCULES COMPUTER TECHNOLOGY

2550 Ninth St.  
Suite 210  
Berkeley, CA 94710  
(415) 540-6000  
**System Compatibility:** IBM PC  
**Board Types:** Graphics  
Enhancement; Multifunctional; Port  
Expansion  
**Contacts:**  
Head of Marketing: Mary Garrison  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 50

## IDE ASSOCIATES, INC.

7 Oak Park Dr.  
Bedford, MA 01730  
(617) 275-4430  
**System Compatibility:** IBM PC/XT  
**Board Types:** Memory and  
PortExpansion; Clock Calendar;  
Communications Enhancement;  
Graphics Enhancement; Modem;  
Multifunctional  
**Contacts:**  
Head of Marketing: Nora Feldman  
Head of Sales: Jim Bender  
Head of Software: Nigel Watkins  
Head of Engineering: David Hunter  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 25

## ILLUMINATED TECHNOLOGIES, INC.

P.O. Box 83348  
Oklahoma City, OK 73148  
(405) 943-8086  
**System Compatibility:** IBM;  
CompuPro  
**Board Types:** Graphics  
Enhancement; Multifunctional  
**Contacts:**  
Head of Marketing: John Machman  
**Geographic Coverage:**

## IMAGE TECHNOLOGY, INC.

5994 S. St. Paul Way  
Littleton, CO 80121  
(303) 794-2074  
**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
Memory Expansion; Multifunctional;  
Port Expansion

# Board Manufacturers

**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 2

## INDIGO DATA SYSTEMS, INC.

100 E. NASA Road No. 1  
 Suite 107  
 Webster, TX 77598  
 (713) 488-6186

**System Compatibility:** IBM  
**Board Types:** Clock Calendar;  
 Memory Expansion; Port Expansion;  
 Print Buffer

**Contacts:**  
 Head of Marketing: John Rummel  
**Geographic Coverage:** National  
**Year Established:** 1980

## INDUSTRIAL COMPUTER DESIGNS, INC.

31121 Via Colinas  
 Building 1005  
 Westlake Village, CA 91362  
 (818) 889-3179

**System Compatibility:** Zenith Z-100  
**Board Types:** Clock Calendar;  
 Communications Enhancement;  
 Multifunctional; Port Expansion;  
 Analog I/O

**Contacts:**  
 Head of Marketing: David Knight  
**Geographic Coverage:** National

## INFO, INC.

244 Mill Road  
 Yaphank, NY 11980  
 (516) 924-9229

**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
 Communications Enhancement;  
 Graphics Enhancement; Memory  
 Expansion; Multifunctional; Port  
 Expansion; Print Buffer; Winchester  
 and Floppy Drive Controller

**Contacts:**  
 Head of Marketing/Sales: James  
 Edwardson  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 5

## I/O TECHNOLOGY

25327 Ave. Stanford  
 Unit 113  
 Valencia, CA 91355  
 (805) 257-1000

**System Compatibility:** Zenith Z-100  
**Board Types:** Clock Calendar;  
 Communications Enhancement;  
 Graphics Enhancement; Memory  
 Expansion; Multifunctional; Port  
 Expansion  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 25

## KELLY CO.

1544 Redwood Dr.  
 Los Altos, CA 94022  
 (415) 960-0154

**System Compatibility:** HP 150  
**Board Types:** Multifunctional  
**Geographic Coverage:** National  
**Year Established:** 1984  
**Number of Employees:** 5

## LNW COMPUTER

14662 Franklin St.  
 Suite G

Tustin, CA 92680

(714) 544-5755

**System Compatibility:** IBM  
**Board Types:** Clock Calendar;  
 Memory Expansion; Multifunctional;  
 Port Expansion  
**Contacts:**  
 Head of Marketing: Ken Woog  
 Head of Sales: Jerry Carpenter  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 25

## MACROTECH

### INTERNATIONAL CORP.

9551 Ironside Ave.  
 Chatsworth, CA 91311  
 (213) 700-1501

**System Compatibility:** Compupro  
 816 Series

**Board Types:** Multifunctional; Port  
 Expansion

**Contacts:**  
 Head of Sales: Bruce Kimmel  
 Head of Engineering: Michael H.  
 Pelkey  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 28

## MAGNOLIA MICROSYSTEMS, INC.

2264 15th Ave. W.  
 Seattle, WA 98119  
 (206) 285-7266

**System Compatibility:** Zenith  
**Board Types:** Memory Expansion;  
 Multifunctional  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 15

## MA SYSTEMS, INC.

2015 O Toole Ave.  
 San Jose, CA 95131  
 (408) 943-0596

**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
 Graphics Enhancement; Memory  
 Expansion; Multifunctional; Print  
 Buffer; 80-Column Display  
 Expansion  
**Contacts:**  
 Head of Marketing: Mir Ali  
 Head of Sales: Mike Callahan  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 35

## MAYNARD ELECTRONICS

430 East Semoran Blvd.  
 Casselberry, FL 32708  
 (305) 331-6402

**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
 Memory Expansion; Multifunctional;  
 Port Expansion; Print Buffer

**Contacts:**  
 Head of Marketing: Robert  
 Hammond  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 85

## MEASUREMENT SYSTEMS AND CONTROL

976 North Lemon St.  
 Orange, CA 92667  
 (714) 633-4460

**System Compatibility:** Norstar  
**Board Types:** Memory Expansion;  
 Multifunctional

**Contacts:**  
 Head of Marketing: Debra Zazueta  
 Head of Engineering: Doug Corbin  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## MYLEX CORP.

5217 N.W. 79th Ave.  
 Miami, FL 33166  
 (800) 446-9539

**System Compatibility:** IBM PC  
**Board Types:** Graphics  
 Enhancement; Multifunctional

**Contacts:**  
 Head of Marketing: Tom Goslin  
 Head of Engineering: Rick McKay  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 20

## NATIONAL INSTRUMENTS

12109 Technology Blvd.  
 Austin, TX 78727  
 (512) 250-9119

**System Compatibility:** IBM PC,  
 PCjr, DEC Rainbow

**Board Types:** Port Expansion  
**Contacts:**  
 Head of Marketing: Don Nadon  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 48

## NEW MEDIA GRAPHICS CORP.

279 Cambridge St.  
 Burlington, MA 01803  
 (617) 272-8844

**System Compatibility:** IBM PC, PC/  
 XT

**Board Types:** Display Buffer;  
 Graphics Enhancement;  
 Multifunctional

**Contacts:**  
 Head of Sales: Arthur Franke  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 20

## OBSERVATIONAL SYSTEMS, INC.

15014 N.E. 40th Street  
 Suite 201-B  
 Redmond, WA 98052  
 (206) 883-3804

**System Compatibility:** Multibus  
**Board Types:** Clock Calendar;  
 Multifunctional; Port Expansion  
**Contacts:**  
 Head of Marketing: Kathleen Holm  
 Head of Engineering: Jim Garnache  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 8

## ORANGE MICRO

1400 N. Lakeview  
 Anaheim, CA 92807  
 (714) 779-2772

**System Compatibility:** IBM PC  
**Board Types:** Clock Calendar;  
 Memory Expansion; Multifunctional;  
 Port Expansion; Print Buffer  
**Contacts:**  
 Head of Marketing: Carl Seppala  
 Head of Software: Alan Button

**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 80

## PARALLAX GRAPHICS

1095 E. Duane Ave.  
 Sunnyvale, CA 94086  
 (408) 720-1600

**System Compatibility:** Intel Multibus  
**Board Types:** Graphics  
 Enhancement; Multifunctional  
**Contacts:**  
 Head of Marketing: Mike Strozzer  
**Geographic Coverage:** International  
**Year Established:** 1983

## PATHWAY DESIGN, INC.

177 Worcester St.  
 Wellesley, MA 02181  
 (617) 237-7722

**System Compatibility:** IBM PC  
**Board Types:** Communications  
 Enhancement; Multifunctional

**Contacts:**  
 Head of Marketing: Robert Broggi  
 Head of Sales: Thomas Clark  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 23

## PC COMPONENTS, INC.

1916 Welsh Road #6  
 Philadelphia, PA 19115  
 (215) 934-6990

**System Compatibility:** IBM PC  
**Board Types:** Graphics  
 Enhancement; Multifunctional

## PC + PRODUCTS

Division of Planktronics  
 1751 McCarthy Blvd.  
 Milpitas, CA 95035  
 (408) 945-8711

**System Compatibility:** IBM PC  
**Board Types:** Graphics  
 Enhancement; Multifunctional; Port  
 Expansion  
**Contacts:**  
 Head of Marketing: Lynn Harris  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 12

## PC TECHNOLOGIES, INC.

74 Airport Blvd.  
 Suite 6  
 Ann Arbor, MI 48104  
 (313) 966-8690

**System Compatibility:** IBM PC/XT  
**Board Types:** Memory Expansion;  
 Port Expansion  
**Contacts:**  
 Head of Marketing: Acquavetta  
 Pierce  
 Head of Sales: Clyde L. Kloak  
 Head of Hardware: Richard Barton  
 Head of Software: David Goings  
**Geographic Coverage:** National  
**Year Established:** 1983  
**Number of Employees:** 27

## PC WARE, INC.

4883 Torino Dr.  
 San Jose, CA 95136  
 (408) 978-8626

**System Compatibility:** IBM; Apple  
**Board Types:** Clock Calendar;  
 Memory Expansion; Multifunctional;  
 Port Expansion

# Board Manufacturers

Year Established: 1983

## PICEON, INC.

2114 Ringwood  
San Jose, CA 95131  
(408) 948-8030  
System Compatibility: Alpha Micro 100  
Board Types: Multifunctional; Port Expansion; Print Buffer  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 20

## PROFIT SYSTEMS, INC.

30150 Telegraph Road  
Birmingham, MI 48010  
(313) 647-5010  
System Compatibility: IBM PC  
Board Types: Clock Calendar; Graphics Enhancement; Memory Expansion; Multifunctional; Port Expansion  
Contacts:  
Head of Marketing: Norman Dybowski  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 25

## PROTOCOL COMPUTERS, INC.

6150 Canoga Ave.  
Suite 100  
Woodland Hills, CA 91367  
(818) 716-5500  
System Compatibility: IBM PC  
Board Types: Communications Enhancement; Graphics Enhancement; Multifunctional  
Contacts:  
Head of Marketing: Addison Woods  
Head of Sales: Steve Marks  
Head of Engineering: Thomas Jefferson  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 110

## PSITECH

16902 Von Karman  
Irvine, CA 92714  
(714) 863-0981  
Board Types: Graphics Enhancement; Multifunctional  
Contacts:  
Head of Marketing: Jack Keer  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 25

## QUCES, INC.

3 Quces Dr.  
Metuchen, NJ 08840  
(201) 548-2135  
System Compatibility: IBM PC  
Board Types: Clock Calendar; Memory Expansion; Modem; Multifunctional; Port Expansion  
Contacts:  
Head of Marketing/Sales: Mike Chait  
Head of Engineering: Howard Levy

Geographic Coverage: National  
Year Established: 1973

## RC ELECTRONICS, INC.

5306 Hollister Ave.  
Santa Barbara, CA 93111  
(805) 964-6708  
System Compatibility: Apple II  
Board Types: Data Acquisition  
Contacts:  
Head of Sales: Chao-Sun Pang  
Year Established: 1981  
Number of Employees: 12

## SEATTLE COMPUTER PRODUCTS

1114 Industry Dr.  
Seattle, WA 98188  
(206) 575-1830  
System Compatibility: IBM  
Board Types: Clock Calendar; Memory Expansion; Multifunctional; Port Expansion  
Geographic Coverage: International  
Year Established: 1977  
Number of Employees: 50

## STANDARD MICROSYSTEMS CORP.

35 Marcus Blvd.  
Hauapage, NY 11788  
(516) 0273-3100  
System Compatibility: IBM PC;  
Board Types: Communications Enhancement; Memory Expansion; Multifunctional; Port Expansion; Speech Synthesis  
Contacts:  
Head of Marketing: Martin Kallet  
Head of Sales: Jean Pierre Chalmers  
Head of Engineering: Leonard Novara

## STB SYSTEMS, INC.

601 N. Glenville  
Suite 125  
Richardson, TX 75081  
(214) 234-8750  
System Compatibility: IBM PC  
Board Types: Clock Calendar; Communications Enhancement; Graphics Enhancement; Memory Expansion; Print Buffer  
Contacts:  
Head of Sales: Kenneth Mecca  
Head of Software: Shannon Mountjoy  
Head of Engineering: Doon Balthaser  
Head of Customer Service: Mark Sims  
Year Established: 1981

## STELLATION TWO, INC.

Lobero Bldg.  
P.O. Box 2342  
Santa Barbara, CA 93120  
(805) 966-1140  
System Compatibility: Apple II  
Board Types: Multifunctional

## Contacts:

Head of Marketing: Richard Slade  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 7

## STRAWBERRY TREE COMPUTERS

949 Cascade Dr.  
Sunnyvale, CA 94087  
(408) 736-3083  
System Compatibility: IBM PC, PC/XT, Apple II  
Board Types: Multifunctional  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 5

## STREET ELECTRONICS

1140 Mark Ave.  
Carpinteria, CA 93013  
(805) 684-4593  
System Compatibility: Apple IIe  
Board Types: Graphics Enhancement; Memory Expansion; Multifunctional  
Contacts:  
Head of Marketing: Will Adler  
Head of Sales: Andrew Clare  
Head of Software: M. Kory  
Head of Engineering: Dana Street  
Head of Customer Service: J. Adler  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 14

## TEXPRINT, INC.

220 Reservoir St.  
Needham Heights, MA 02194  
(617) 449-5808  
System Compatibility: Apple II  
Board Types: Graphics Enhancement; Multifunctional  
Contacts:  
Head of Marketing: Al Rotasari  
Head of Software: Ken Steiner  
Head of Engineering: Joel Novak  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 15

## TITAN TECHNOLOGIES

310 West Ann Street  
Ann Arbor, MI 48104  
(313) 662-8542  
System Compatibility: IBM PC/XT; Apple; Epson QX-10  
Board Types: Clock Calendar; Communications Enhancement; Memory Expansion; Multifunctional; Port Expansion; Print Buffer  
Contacts:  
Head of Marketing: Randy LeSage  
Geographic Coverage: International  
Year Established: 1981

## UNIVATION

1037 N. Fair Oaks Ave.  
Sunnyvale, CA 94086  
(408) 745-0180  
System Compatibility: Victor 9000

## Board Types: Clock Calendar

Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 30

## UNIVATION, INC.

1037 N. Fair Oaks Ave.  
Sunnyvale, CA 94089  
(408) 745-0180  
System Compatibility: IBM PC; DEC Rainbow  
Board Types: Memory Expansion; Multifunctional  
Contacts:  
Head of Sales: Mark Karantzios  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 18

## VYNET CORP.

2607 S. Winchester Blvd.  
Carmel, CA 95008  
(408) 370-0555  
System Compatibility: IBM PC; Apple II  
Board Types: Multifunctional; Speech Synthesis  
Geographic Coverage: National  
Number of Employees: 50

## WESTERN TELECOMPUTING CORP.

202 E. Kagi Blvd.  
Bozeman, MT 59715  
(406) 586-1511  
System Compatibility: IBM  
Board Types: Multifunctional; Analog Digital Data  
Contacts:  
Head of Marketing: Bob Johnson  
Geographic Coverage: International  
Year Established: 1969  
Number of Employees: 10

## WINTERHALTER, INC.

3853 Research Park Dr.  
Ann Arbor, MI 48104  
(313) 662-2002  
System Compatibility: IBM  
Board Types: Communications Enhancement; Multifunctional; Port Expansion  
Contacts:  
Head of Marketing: Bart Castircione  
Head of Software: Donald Redding  
Head of Engineering: Tom Ladish  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 30

## ZENTER CORP.

455 White Pine Dr.  
Salt Lake City, UT 84123  
(801) 263-3925  
System Compatibility: IBM PC  
Board Types: Memory Expansion; Multifunctional; Port Expansion  
Contacts:  
Head of Marketing: Jay W. DeGrath  
Number of Employees: 5

# DISK DRIVES

## Index to Disk Drives by Technology

The index to disk drives has been divided according to the technology on which the drive is based — floppy or rigid. Winchester disk drives are sealed units that contain high-density rigid disks and floating read/write heads. Within each category, the products have been arranged in alphabetical order by vendor. Each listing in the index contains information on the vendor, drive name, storage capacity and whether the capacity is formatted or unformatted, disk diameter, price with or without controller and the page number on which the complete product listing can be found.

The disk drive product listings have been sorted into sections by drive technology type and, within each section, the products have been broken down according to the capacity range of the disks that run on the drive. Floppy disk drives have been subdivided according to the following ranges: over 530M bytes, 1M to 3M bytes, 101M to 200M bytes and under 100M bytes. Drives employing rigid disk drives have been subdivided starting with those drives that have over 700M bytes of storage, followed by the 201M-700M byte capacity range, the 101M- to 200M-byte range, the 20M- to the 100M-byte range and the under 20M-byte range.

## Floppy Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
<b>Aerocomp, Inc.</b>	80 TRACK DS	500K bytes, form.	5 1/4 in.	\$379 w/o controller	C-23
	40 TR. DS COMPLETE	250K bytes, form.	5 1/4 in.	\$279 w/o controller	C-23
	80 TRACK FLIPPY	250K bytes, form.	5 1/4 in.	\$239 w/o controller	C-23
	80 TR. SS COMPLETE	250K bytes, form.	5 1/4 in.	\$299 w/o controller	C-23
	40 TRACK SS FLIPPY	125K bytes, uniform.	5 1/4 in.	\$239 w/o controller	C-23
	40 TR. SS COMPLETE	125K bytes, uniform.	5 1/4 in.	\$199 w/o controller	C-23
<b>Aigol Technology, Inc.</b>	FDD-810	320K bytes, form.	5 1/4 in.	\$130 w/o controller	C-17
<b>ALS Corp.</b>	FD9830	1.2M bytes, form.	8 in.	\$3,675 w/controller	C-17
	FD9885	1M bytes, uniform.	8 in.	\$3,450 w/controller	C-23
<b>Amdek</b>	AMDISK III	500K bytes, uniform.	3 IN.	\$499 w/o controller	C-23
	AMDISK V	500K bytes, uniform.	5 1/4 in.	\$329 w/o controller	C-23
	AMDISK I	143K bytes, form.	3 IN.	\$299 w/o controller	C-23
<b>American Mitac Corp.</b>	MATE I	296K bytes, uniform.	5 1/4 in.	\$529 w/o controller	C-17
<b>Amlyn Corp.</b>	1865	3.2M bytes, uniform.	5 1/4 in.	\$595 w/o controller	C-17
	1860	3M bytes, uniform.	5 1/4 in.	\$595 w/o controller	C-17
<b>Analog &amp; Digital Peripherals</b>	E-Z-DISC 4	2M bytes, form.	5 1/4 in.	\$1,100 w/controller	C-17
	E-Z-DISC 3	1M bytes, form.	5 1/4 in.	\$1,050 w/controller	C-23
	E-Z-DISC 2	500K bytes, form.	5 1/4 in.	\$950 w/controller	C-23
	E-Z-DISC 1	250K bytes, form.	5 1/4 in.	\$850 w/controller	C-23
<b>Apple Computer, Inc.</b>	DISK II	140K bytes, form.	5 1/4 in.	N/A	C-23
	DISK III	140K bytes, form.	5 1/4 in.	N/A	C-23
<b>Atari, Inc.</b>	1050	88K bytes, form.	5 1/4 in.	\$450 w/controller	C-17
<b>Bering Industries, Inc.</b>	BERING 33XX	30.0M bytes, form.	5 1/4 in.	\$2,840 w/controller	C-17
	BERING 2895	2.4M bytes, form.	8 in.	\$4,990 w/controller	C-17
	BERING 3800	1.2M bytes, form.	8 in.	\$3,760 w/controller	C-17
<b>Caldisk, Inc.</b>	143 M	1.6M bytes, uniform.	8 in.	\$610 w/o controller	C-22
	142 M	802K bytes, uniform.	8 in.	\$550 w/o controller	C-22
	143 M1	802K bytes, uniform.	8 in.	\$510 w/o controller	C-22
	842 D	802K bytes, uniform.	8 in.	\$495 w/o controller	C-18
<b>Canon U.S.A., Inc.</b>	MDD 423	2M bytes, uniform.	5 1/4 in.	\$307 w/o controller	C-18
	MDD 221	1M bytes, uniform.	5 1/4 in.	\$213 w/o controller	C-18
<b>Central Data Corp.</b>	D2000	1M bytes, form.	8 in.	\$2,800 w/controller	C-18
<b>CGRS Microtech, Inc.</b>	877-2	1M bytes, form.	8 in.	\$1,695 w/o controller	C-18
	C877-2	1M bytes, form.	8 in.	\$1,695 w/o controller	C-22
	340-2	592K bytes, form.	3 1/2 in.	\$895 w/o controller	C-22
	540-2	592K bytes, form.	5 1/4 in.	\$895 w/o controller	C-24
	877-1	512K bytes, form.	8 in.	\$1,095 w/o controller	C-24
	C877-1	512K bytes, form.	8 in.	\$1,095 w/o controller	C-24
	340-1	296K bytes, form.	3 1/2 in.	\$595 w/o controller	C-24
	540-1	296K bytes, form.	5 1/4 in.	\$595 w/o controller	C-18
<b>C. Itoh Electronics</b>	YD-380-1714	1.6M bytes, form.	5 1/4 in.	N/A	C-18
	YD-380T	1.6M bytes, uniform.	5 1/4 in.	\$238 w/o controller	C-18
	YD-640/645	1M bytes, uniform.	3 1/2 in.	N/A	C-18

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<b>C. Itoh Electronics</b>	YD-620/625	500K bytes, uniform	3 1/2 in.	N/A	C-24
<b>Coleco Industries, Inc.</b>	ADAM DISK DRIVE	160K bytes, form	5 1/4 in.	\$250 w/controller	C-24
<b>Comark Corp.</b>	MF85DD5	2M bytes, form	8 in.	\$3,495 w/o controller	C-18
	MF80DSS	1M bytes, uniform	8 in.	\$3,295 w/o controller	C-18
	MF85DSS	1M bytes, uniform	8 in.	\$2,995 w/o controller	C-18
<b>Commodore Business Machines</b>	C1541	170K bytes, form	5 1/4 in.	N/A	C-24
<b>CompuPro</b>	FLOPPY DISK SUBSYSTEM	2.4M bytes, form	8 in.	\$238 w/o controller	C-18
<b>Comrex International</b>	COMDRIVE CR-1000	160K bytes, form	5 1/4 in.	\$599 w/controller	C-24
<b>Control Data Corp.</b>	CDC 9406-4	1.6M bytes, uniform	8 in.	N/A	C-18
	CDC 9409T	1M bytes, uniform	5 1/4 in.	\$260 w/o controller	C-18
	CDC 9429	1M bytes, uniform	5 1/4 in.	N/A	C-18
	CDC 9404B	800K bytes, uniform	8 in.	N/A	C-22
	CDC 9409	500K bytes, uniform	5 1/4 in.	N/A	C-24
	CDC 9428	500K bytes, uniform	5 1/4 in.	\$150 w/o controller	C-24
	CDC 9408	250K bytes, uniform	5 1/4 in.	\$180 w/o controller	C-24
<b>Cromemco, Inc.</b>	DDF	390K bytes, form	5 1/4 in.	\$1,295 w/o controller	C-24
<b>Datamax</b>	DATAMAX DFD-1	770K bytes, form	5 1/4 in.	\$1,685 w/controller	C-22
<b>Data Technology Corp.</b>	KODAK 3.3	3M bytes, uniform	5 1/4 in.	\$495 w/o controller	C-18
<b>Dictaphone Corp.</b>	6440	982K bytes, form	5 1/4 in.	N/A	C-22
	6430	237K bytes, form	5 1/4 in.	N/A	C-24
<b>Digital Equipment Corp.</b>	DEC RX50	800K bytes, uniform	5 1/4 in.	\$995 w/controller	C-22
<b>Drives, Inc.</b>	TWO-DISK SUBSYSTEM	2M bytes, uniform	5 1/4 in.	\$579 w/controller	C-18
	FULL-HEIGHT DRIVE	1M bytes, uniform	5 1/4 in.	\$260 w/o controller	C-18
	HALF-HEIGHT DRIVE	1M bytes, uniform	5 1/4 in.	\$260 w/o controller	C-18
	8 IN. HALF-HEIGHT DRIVE	1M bytes, uniform	8 in.	\$375 w/o controller	C-18
	FLOPPY DISK SUBSYSTEM	1M bytes, uniform	5 1/4 in.	\$379 w/controller	C-18
<b>Drivetec, Inc.</b>	SUPER MINI FLOPPY 320	2.7M bytes, form	5 1/4 in.	\$495 w/o controller	C-19
<b>Eicon Research, Inc.</b>	TERA-DRIVE 1MB	2M bytes, form	5 1/4 in.	\$1,495 w/controller	C-19
<b>Epson America, Inc.</b>	PORTABLE DISK DRIVE	320K bytes, uniform	3 1/2 in.	\$599 w/o controller	C-24
<b>Falcon Technology</b>	JR EXTENDER	360K bytes, form	5 1/4 in.	\$845 w/controller	C-24
<b>Format Corp.</b>	48 DS HALF-HEIGHT	5M bytes, form	5 1/4 in.	\$190 w/o controller	C-17
	96 DS 360 HALF-HEIGHT	1.6M bytes, form	5 1/4 in.	\$240 w/o controller	C-19
	96 DS HALF-HEIGHT	1M bytes, form	5 1/4 in.	\$210 w/o controller	C-19
	48 SS HALF-HEIGHT	143K bytes, form	5 1/4 in.	\$175 w/o controller	C-24
<b>Fourth Dimension Systems</b>	S111-5	360K bytes, uniform	5 1/4 in.	\$185 w/o controller	C-24
	S211-5	360K bytes, uniform	5 1/4 in.	\$235 w/o controller	C-24
	FDS-40A	288K bytes, uniform	5 1/4 in.	\$205 w/o controller	C-24
	FDS-40AWC	160K bytes, uniform	5 1/4 in.	\$280 w/controller	C-24
	FDS-42 AWC	160K bytes, uniform	5 1/4 in.	\$280 w/controller	C-24
<b>Franklin Computer Corp.</b>	ACE 10	143K bytes, form	5 1/4 in.	\$399 w/o controller	C-24
<b>Greco Systems</b>	FDS-200 MINIFILE	2.7M bytes, form	5 1/4 in.	\$3,000 w/controller	C-19
	DU-58	1.6M bytes, form	5 1/4 in.	\$1,700 w/controller	C-19
	FDS-900 MINIFILE	256K bytes, form	8 in.	\$3,500 w/controller	C-25
<b>Heath Co.</b>	2207-42	12.8M bytes, uniform	8 in.	\$2,299 w/controller	C-17
	2207-41	1.2M bytes, form	8 in.	\$1,599 w/controller	C-19
<b>Hewlett-Packard Co.</b>	9895A (DUAL)	2.3M bytes, form	8 in.	\$5,910 w/controller	C-19
	9895A OPT. 010 (SINGLE)	1.1M bytes, form	8 in.	\$4,580 w/controller	C-19
	9121D (DUAL)	540K bytes, form	3 1/2 in.	\$1,775 w/controller	C-22
	82901M (DUAL)	540K bytes, form	5 1/4 in.	\$2,230 w/controller	C-22
	9121S (SINGLE)	270K bytes, form	3 1/2 in.	\$1,200 w/controller	C-25
	9130A	270K bytes, form	5 1/4 in.	\$860 w/o controller	C-25
	82902M (SINGLE)	270K bytes, form	5 1/4 in.	\$1,520 w/controller	C-25
<b>Hi-Tech Peripherals Corp.</b>	596-16	1.5M bytes, uniform	5 1/4 in.	\$225 w/o controller	C-19
	596-80	1.6M bytes, form	5 1/4 in.	\$195 w/o controller	C-19
	596-05	1M bytes, uniform	5 1/4 in.	\$190 w/o controller	C-19
	596-10	1M bytes, uniform	5 1/4 in.	\$200 w/o controller	C-19
	548-50	512K bytes, uniform	5 1/4 in.	\$175 w/o controller	C-25
	548-25	256K bytes, uniform	5 1/4 in.	\$150 w/o controller	C-25
<b>Honeywell, Inc.</b>	548A	256K bytes, uniform	5 1/4 in.	\$150 w/o controller	C-25
<b>IBM</b>	DU19008	1M bytes, form	5 1/4 in.	\$1,100 w/o controller	C-19
	4965	1.2M bytes, form	8 in.	\$6,635 w/o controller	C-19
	PCJR DISKETTE DRIVE	360K bytes, form	5 1/4 in.	\$480 w/o controller	C-25
	320KB	320K bytes, uniform	5 1/4 in.	\$650 w/o controller	C-25
<b>Info, Inc.</b>	INFL0 DISK INTERCHANGE UNIT	3.2M bytes, uniform	8 in.	\$2,300 w/controller	C-17
<b>Infotek</b>	FD9885	1M bytes, uniform	8 in.	\$3,450 w/o controller	C-19
<b>Infotronics Corp.</b>	INN0TRONICS MODEL 410	512K bytes, form	8 in.	\$700 w/o controller	C-25
<b>Instar Corp.</b>	INSTOR/SMDR	2.5M bytes, form	8 in.	\$3,500 w/controller	C-19
	INSTOR/85	2.5M bytes, form	8 in.	\$3,500 w/o controller	C-19
<b>Lobo Systems, Inc.</b>	5202	2.4M bytes, form	8 in.	\$1,925 w/controller	C-19
	8202	1.2M bytes, form	8 in.	\$1,625 w/controller	C-19
<b>Micropolis Corp.</b>	1115-IV	9.6M bytes, uniform	5 1/4 in.	\$240 w/o controller	C-17
	1117-VI	2M bytes, uniform	5 1/4 in.	\$360 w/o controller	C-20
	1115-VI	1M bytes, uniform	5 1/4 in.	\$240 w/o controller	C-19
	1115-V	500K bytes, uniform	5 1/4 in.	\$199 w/o controller	C-25
<b>Micro-Sci</b>	1115-II	480K bytes, uniform	5 1/4 in.	\$199 w/o controller	C-25
	A-143	572K bytes, form	5 1/4 in.	\$659 w/o controller	C-22
	PRO-140	572K bytes, form	5 1/4 in.	\$659 w/o controller	C-22
	A-73	286K bytes, form	5 1/4 in.	\$529 w/o controller	C-25
	PRO-70	286K bytes, form	5 1/4 in.	\$529 w/o controller	C-25

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Micro-Sci	A-70	256K bytes, form.	5 1/4 in.	\$529 w/o controller	C-25
	A-82	230K bytes, form.	5 1/4 in.	\$569 w/o controller	C-25
	A-40	164K bytes, form.	5 1/4 in.	\$379 w/o controller	C-25
	PRO-40	164K bytes, form.	5 1/4 in.	\$299 w/o controller	C-25
	A-2	143K bytes, form.	5 1/4 in.	\$345 w/o controller	C-25
Midwest Scientific Instruments	A-3	143K bytes, form.	5 1/4 in.	\$379 w/o controller	C-25
	FD-8	256K bytes, uniform.	8 in.	\$2,000 w/o controller	C-26
	JA-551-2	500K bytes, uniform.	5 1/4 in.	\$209 w/o controller	C-26
	M4845	2M bytes, uniform.	5 1/4 in.	\$320 w/o controller	C-20
	M2894-63	1.6M bytes, uniform.	8 in.	\$450 w/o controller	C-20
	M2896-63	1.6M bytes, uniform.	8 in.	\$450 w/o controller	C-20
	M4854	1.6M bytes, uniform.	5 1/4 in.	\$300 w/o controller	C-20
	M4852	1M bytes, uniform.	5 1/4 in.	\$260 w/o controller	C-20
	M4853	1M bytes, uniform.	5 1/4 in.	\$260 w/o controller	C-20
	MF351	1M bytes, form.	3 1/2 in.	\$400 w/o controller	C-20
Mitsubishi Electronics America	M4851	500K bytes, uniform.	5 1/4 in.	\$240 w/o controller	C-26
	MF353	500K bytes, uniform.	3 1/2 in.	\$350 w/o controller	C-26
	MF353L	500K bytes, uniform.	3 1/2 in.	\$350 w/o controller	C-26
	1722	3.2M bytes, uniform.	5 1/4 in.	\$350 w/o controller	C-17
	42	1.6M bytes, form.	8 in.	\$300 w/o controller	C-20
MPI	92	1M bytes, form.	5 1/4 in.	\$200 w/o controller	C-20
	322	1M bytes, uniform.	3 1/4 in.	\$236 w/o controller	C-20
	902	1M bytes, form.	5 1/4 in.	\$190 w/o controller	C-20
	41	800K bytes, form.	8 in.	\$250 w/o controller	C-22
	52	512K bytes, form.	5 1/4 in.	\$176 w/o controller	C-26
	91	512K bytes, form.	5 1/4 in.	\$176 w/o controller	C-26
	502	512K bytes, form.	5 1/4 in.	\$145 w/o controller	C-26
	302	500K bytes, uniform.	3"	\$150 w/o controller	C-26
	321	500K bytes, uniform.	3 1/4 in.	\$153 w/o controller	C-26
	51	256K bytes, form.	5 1/4 in.	\$150 w/o controller	C-26
Myarc, Inc.	501	256K bytes, form.	5 1/4 in.	\$109 w/o controller	C-26
	MPES/50	328K bytes, form.	5 1/4 in.	\$595 w/o controller	C-26
NCR Corp.	7646	1M bytes, form.	8 in.	\$3,500 w/o controller	C-20
	FD1165	1.6M bytes, form.	5 1/4 in.	\$325 w/o controller	C-20
Nissai Sangyo America, Ltd.	FB 354	1M bytes, uniform.	3 1/2 in.	\$160 w/o controller	C-20
	FB 5000 SERIES.	1M bytes, uniform.	5 1/4 in.	\$300 w/o controller	C-20
	FB 352	500K bytes, uniform.	3 1/2 in.	\$130 w/o controller	C-26
Percom Data Corp.	AT-88 SIRD	176K bytes, form.	5 1/4 in.	\$419 w/o controller	C-26
Percel, Inc.	299B HIGH SPEED	3.2M bytes, uniform.	8 in.	\$2,550 w/o controller	C-17
	299B	3M bytes, uniform.	8 in.	\$1,685 w/o controller	C-20
	277	1.5M bytes, uniform.	8 in.	\$1,150 w/o controller	C-20
Personal Micro Computers, Inc.	277 HIGH SPEED	1.3M bytes, uniform.	8 in.	\$1,685 w/o controller	C-20
	FDD 422	800K bytes, form.	5 1/4 in.	\$795 w/o controller	C-22
	FDD 420	500K bytes, uniform.	5 1/4 in.	\$265 w/o controller	C-26
	FDD 421	400K bytes, form.	5 1/4 in.	\$595 w/o controller	C-26
	FDD 420	500K bytes, uniform.	5 1/4 in.	\$265 w/o controller	C-26
Philips Peripherals, Inc.	X3118	2M bytes, uniform.	5 1/4 in.	N/A	C-20
	X3116	1.6M bytes, uniform.	5 1/4 in.	N/A	C-20
	X3138	1.6M bytes, uniform.	5 1/4 in.	N/A	C-20
	X3134	1M bytes, uniform.	5 1/4 in.	N/A	C-20
	X3114	1M bytes, uniform.	5 1/4 in.	N/A	C-20
	X3112	500K bytes, uniform.	5 1/4 in.	N/A	C-26
	X3113	500K bytes, uniform.	5 1/4 in.	N/A	C-26
	X3132	500K bytes, form.	5 1/4 in.	N/A	C-27
	X3133	500K bytes, form.	5 1/4 in.	N/A	C-27
	X3111	250K bytes, uniform.	5 1/4 in.	N/A	C-26
Qualogy	X3131	250K bytes, form.	5 1/4 in.	N/A	C-27
	DSD 440	1M bytes, form.	8 in.	\$3,895 w/o controller	C-21
Quentin Research, Inc.	AP-100	160K bytes, form.	5 1/4 in.	\$295 w/o controller	C-27
Sume Corp.	QUMETRAK 242	1.6M bytes, uniform.	8 in.	\$415 w/o controller	C-21
	QUMETRAK 842	1.6M bytes, uniform.	8 in.	\$445 w/o controller	C-21
	QUMETRAK 592	1M bytes, uniform.	5 1/4 in.	\$315 w/o controller	C-21
	QUMETRAK 142	500K bytes, uniform.	5 1/4 in.	\$185 w/o controller	C-27
	QUMETRAK 542	500K bytes, uniform.	5 1/4 in.	\$210 w/o controller	C-27
Rana Systems	ELITE THREE	652K bytes, uniform.	5 1/4 in.	\$649 w/o controller	C-22
	ELITE TWO	326K bytes, uniform.	5 1/4 in.	\$549 w/o controller	C-27
R-G-B Designs, Inc.	ELITE ONE	163K bytes, uniform.	5 1/4 in.	\$349 w/o controller	C-27
	SHUGART SA 455	500K bytes, uniform.	5 1/4 in.	\$325 w/o controller	C-27
	MINI TAUR	163K bytes, form.	5 1/4 in.	\$300 w/o controller	C-27
	MINI TAUR II	163K bytes, form.	5 1/4 in.	\$300 w/o controller	C-27
	SHUGART 475	1.6M bytes, uniform.	5 1/4 in.	\$180 w/o controller	C-21
Shugart Corp.	SHUGART 350	1M bytes, uniform.	3 1/2 in.	N/A	C-21
	SHUGART 465	1M bytes, uniform.	5 1/4 in.	N/A	C-21
	SHUGART 300	500K bytes, uniform.	3 1/2 in.	N/A	C-27
	SHUGART 455	500K bytes, uniform.	5 1/4 in.	N/A	C-27
	SHUGART 400L	250K bytes, uniform.	5 1/4 in.	N/A	C-27
Sony Communications Products	OA-D32W	1M bytes, uniform.	3 1/2 in.	\$300 w/o controller	C-21
	OA-D33W	1.0M bytes, uniform.	5 1/4 in.	\$300 w/o controller	C-21
	SMI-7012A	560K bytes, form.	3 1/2 in.	\$450 w/o controller	C-22
	OA-D32V	500K bytes, uniform.	3 1/2 in.	\$250 w/o controller	C-27
	OA-D32V	500K bytes, uniform.	3 1/2 in.	\$250 w/o controller	C-27

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Sony Communications Products	OA-D33V	500K bytes, <i>unform.</i>	5 1/4 in.	\$250 w/o controller	C-27
	OA-D31V	437K bytes, <i>unform.</i>	3 1/2 in.	\$250 w/o controller	C-27
	SMI-7011A	280K bytes, <i>form.</i>	3 1/2 in.	\$450 w/o controller	C-27
	SMI-7013A	280K bytes, <i>form.</i>	3 1/2 in.	\$450 w/o controller	C-27
	SDC 20	20M bytes, <i>form.</i>	5 1/4 in.	N/A	C-17
Standard Data Corp.	MICRO-SCI-A73	572K bytes, <i>form.</i>	5 1/4 in.	\$659 w/o controller	C-23
	MICRO-SCI-A75	286K bytes, <i>form.</i>	5 1/4 in.	\$529 w/o controller	C-29
	MICRO-SCI-A2	143K bytes, <i>form.</i>	5 1/4 in.	\$345 w/o controller	C-27
	MICRO-SCI-A3	143K bytes, <i>form.</i>	5 1/4 in.	\$379 w/o controller	C-27
	MICRO-SCI-XL	143K bytes, <i>form.</i>	5 1/4 in.	\$345 w/o controller	C-29
Storex Corp.	5X323	15M bytes, <i>form.</i>	5 1/4 in.	\$2,495 w/controller	C-17
Tabor Corp.	TC 1000	1.0M bytes, <i>form.</i>	3 1/4 in.	\$295 w/o controller	C-21
	TC 500	500K bytes, <i>unform.</i>	3 1/4 in.	\$225 w/o controller	C-29
Tandon Corp.	TM848-2	1.6M bytes, <i>unform.</i>	8 in.	N/A	C-21
	TM55	1M bytes, <i>unform.</i>	5 1/4 in.	N/A	C-21
	TM100-4	1M bytes, <i>unform.</i>	5 1/4 in.	N/A	C-21
	TM101-4	1M bytes, <i>unform.</i>	5 1/4 in.	N/A	C-21
	TM35	875K bytes, <i>form.</i>	3 1/2 in.	N/A	C-23
	TM848-1	800K bytes, <i>unform.</i>	8 in.	N/A	C-23
	T100-2	500K bytes, <i>unform.</i>	5 1/4 in.	N/A	C-29
	TM50	500K bytes, <i>unform.</i>	5 1/4 in.	N/A	C-29
	TM100-3	500K bytes, <i>unform.</i>	5 1/4 in.	N/A	C-29
	TM100-1	250K bytes, <i>unform.</i>	5 1/4 in.	N/A	C-29
	TRS-80 2611-64	166K bytes, <i>form.</i>	5 1/4 in.	\$449 w/o controller	C-29
	FD55-G	1.6M bytes, <i>unform.</i>	5 1/4 in.	\$300 w/o controller	C-21
	FD55-F	1M bytes, <i>unform.</i>	5 1/4 in.	\$250 w/o controller	C-21
	FD-30	500K bytes, <i>unform.</i>	3 IN.	\$150 w/o controller	C-29
	FD55-B	500K bytes, <i>unform.</i>	5 1/4 in.	\$230 w/o controller	C-29
Techtran Industries, Inc.	FD55-E	500K bytes, <i>unform.</i>	5 1/4 in.	\$230 w/o controller	C-29
	FD55-A	250K bytes, <i>unform.</i>	5 1/4 in.	\$200 w/o controller	C-29
	980XX	397K bytes, <i>unform.</i>	5 1/4 in.	\$1,585 w/controller	C-29
	981	397K bytes, <i>unform.</i>	5 1/4 in.	\$1,985 w/controller	C-29
	980 PC	360K bytes, <i>unform.</i>	5 1/4 in.	N/A	C-29
	980	200K bytes, <i>unform.</i>	5 1/4 in.	\$1,485 w/controller	C-29
	FLOPPY 5 1/8 SUBSYSTEM	5M bytes, <i>form.</i>	8 in.	\$1,995 w/controller	C-17
	SYSTEM 2000/10	125K bytes, <i>form.</i>	5 1/4 in.	\$995 w/controller	C-29
	PC-2	720K bytes, <i>unform.</i>	5 1/4 in.	\$399 w/o controller	C-23
	AT-D3	512K bytes, <i>form.</i>	5 1/4 in.	\$649 w/controller	C-29
Tecmar, Inc.	AT-S2	512K bytes, <i>form.</i>	5 1/4 in.	\$499 w/o controller	C-29
	AT-D2 DOUBLE DENSITY	500K bytes, <i>form.</i>	5 1/4 in.	\$499 w/controller	C-29
	PC-1	320K bytes, <i>unform.</i>	5 1/4 in.	\$399 w/o controller	C-30
	Z-1	320K bytes, <i>unform.</i>	5 1/4 in.	\$399 w/o controller	C-30
	Z-2	320K bytes, <i>unform.</i>	5 1/4 in.	\$425 w/o controller	C-30
	AT-S1	256K bytes, <i>form.</i>	5 1/4 in.	\$349 w/o controller	C-29
	PI-2	163K bytes, <i>form.</i>	5 1/4 in.	\$329 w/o controller	C-30
	PI-3	163K bytes, <i>form.</i>	5 1/4 in.	\$369 w/o controller	C-30
	PI-1	143K bytes, <i>form.</i>	5 1/4 in.	\$299 w/o controller	C-30
	AT-1	88K bytes, <i>form.</i>	5 1/4 in.	\$439 w/controller	C-30
	TANDON 100-1	1.0M bytes, <i>form.</i>	5 1/4 in.	\$250 w/o controller	C-21
	TANDON 100-2	320K bytes, <i>form.</i>	5 1/4 in.	\$350 w/o controller	C-30
	MINI MATE-III-816K	816K bytes, <i>form.</i>	5 1/4 in.	\$1,995 w/controller	C-23
	MINI MATE-III-408K	408K bytes, <i>form.</i>	5 1/4 in.	\$1,695 w/controller	C-30
	DATA MATE-III-328K	328K bytes, <i>form.</i>	5 1/4 in.	\$2,195 w/o controller	C-30
Western Telematic, Inc.	MINI MATE-III-204K	204K bytes, <i>form.</i>	5 1/4 in.	\$1,475 w/controller	C-30
	DATA MATE-III-164K	164K bytes, <i>form.</i>	5 1/4 in.	\$1,995 w/controller	C-30
	FDD221-5	1M bytes, <i>unform.</i>	5 1/4 in.	\$550 w/o controller	C-21
	FDD222-5	1M bytes, <i>unform.</i>	5 1/4 in.	\$350 w/o controller	C-21
	FDD112-5	500K bytes, <i>unform.</i>	5 1/4 in.	\$330 w/o controller	C-30
	FDD121-5	500K bytes, <i>unform.</i>	5 1/4 in.	\$450 w/o controller	C-30
	FDD211-5	500K bytes, <i>unform.</i>	5 1/4 in.	\$450 w/o controller	C-30
	FDD212-5	500K bytes, <i>unform.</i>	5 1/4 in.	\$330 w/o controller	C-30
	FDD100-5	256K bytes, <i>unform.</i>	5 1/4 in.	\$350 w/o controller	C-30
	FDD111-5	250K bytes, <i>unform.</i>	5 1/4 in.	\$350 w/o controller	C-30
Zenith Data Systems	ZENITH Z-207-41	1.3M bytes, <i>unform.</i>	8 in.	\$1,599 w/o controller	C-22
	ZENITH Z-207-42	1.3M bytes, <i>unform.</i>	8 in.	\$2,299 w/o controller	C-22

## Rigid (Winchester) Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
Alley Computer Products, Inc.	PC-STOR-170	170M bytes, <i>form.</i>	5 1/4 in.	\$8,995 w/controller	C-31
	PC-STOR-104	104M bytes, <i>form.</i>	5 1/4 in.	\$7,995 w/controller	C-31
	PC-STOR-85	85M bytes, <i>form.</i>	5 1/4 in.	\$7,995 w/controller	C-31
	PC-STOR-52	52M bytes, <i>form.</i>	5 1/4 in.	\$5,995 w/controller	C-31
	PC-STOR-40	40M bytes, <i>form.</i>	5 1/4 in.	N/A	C-37
	PC-STOR-20	20M bytes, <i>form.</i>	5 1/4 in.	\$4,295 w/controller	C-37

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<b>Amdacdyne, Inc.</b>	COMMANCHE 8160	165M bytes, uniform.	8 in.	\$3,500 w/o controller	C-31
<b>Ampex Corp.</b>	PYXIS 27	26.6M bytes, uniform.	5 1/4 in.	\$1,435 w/o controller	C-37
	PYXIS 20	20M bytes, uniform.	5 1/4 in.	\$1,265 w/o controller	C-37
	PYXIS 13	13.3M bytes, uniform.	5 1/4 in.	\$1,110 w/o controller	C-44
	PYXIS 7	6.7M bytes, uniform.	5 1/4 in.	\$950 w/o controller	C-44
<b>Apparat, Inc.</b>	15 MB IBM HARD DISK	15M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-44
	10 MB IBM HARD DISK	10M bytes, form.	5 1/4 in.	\$1,995 w/controller	C-44
	10 MB RADIO SHACK HARD DISK	10M bytes, form.	5 1/4 in.	\$1,735 w/controller	C-44
<b>Apple Computer, Inc.</b>	PROFILE	5M bytes, form.	5 1/4 in.	\$2,195 w/controller	C-44
<b>Atari Corp.</b>	3065	65.6M bytes, uniform.	5 1/4 in.	\$2,500 w/o controller	C-31
	3046	46.3M bytes, uniform.	5 1/4 in.	\$2,100 w/o controller	C-31
	3033	33M bytes, uniform.	5 1/4 in.	\$1,950 w/o controller	C-37
<b>Athenaeum Technology, Inc.</b>	AEGIS 50	54M bytes, uniform.	5 1/4 in.	\$1,300 w/o controller	C-31
<b>Bering Industries, Inc.</b>	BERING 30XX	30.0M bytes, form.	5 1/4 in.	\$2,540 w/controller	C-37
	BERING 35XX	30.0M bytes, form.	5 1/4 in.	\$3,250 w/controller	C-37
	BERING 38XX	30.0M bytes, form.	5 1/4 in.	\$4,280 w/controller	C-37
<b>Callan Data Systems, Inc.</b>	PERIPHERAL EXPANSION MODULE	370M bytes, form.	10 1/2 in.	\$34,950 w/o controller	C-31
<b>Cameo Electronics, Inc.</b>	SERIES 1000 PUMA	40M bytes, form.	8 in.	\$6,995 w/controller	C-37
	2020	20M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-37
	2015	15M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-45
	2010	10M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-44
<b>Cardiff Technology, Inc.</b>	D240	40M bytes, uniform.	5 1/4 in.	\$2,200 w/controller	C-37
<b>Central Data Corp.</b>	D3007	70M bytes, uniform.	8 in.	\$8,500 w/o controller	C-31
	D3006	60M bytes, form.	8 in.	\$8,355 w/controller	C-31
	D4004	60M bytes, form.	8 in.	\$10,800 w/controller	C-31
	D3004	40M bytes, form.	8 in.	\$7,900 w/controller	C-37
	D4002	40M bytes, form.	5 1/4 in.	\$9,300 w/o controller	C-37
	D3003	35M bytes, uniform.	8 in.	\$7,000 w/o controller	C-37
	D4001	30M bytes, form.	8 in.	\$8,050 w/controller	C-37
	D3001	10M bytes, form.	8 in.	\$4,300 w/controller	C-31
<b>Century Data Systems, Inc.</b>	D240	80M bytes, uniform.	8 in.	\$4,525 w/o controller	C-37
<b>CMC International</b>	TARGA II	64M bytes, form.	5 1/4 in.	\$2,245 w/controller	C-31
	TARGA III	64M bytes, form.	5 1/4 in.	\$3,245 w/controller	C-31
	TARGA I	31M bytes, form.	5 1/4 in.	\$1,795 w/controller	C-37
<b>Cogito Systems</b>	CG912	10M bytes, form.	5 1/4 in.	\$300 w/o controller	C-45
	CG906	5M bytes, form.	5 1/4 in.	\$300 w/o controller	C-45
<b>CompuPro</b>	H40 HARD DISK SUBSYSTEM	31M bytes, uniform.	5 1/4 in.	\$3,995 w/o controller	C-37
<b>Computer Dynamics, Inc.</b>	WIN-5	5M bytes, uniform.	8 in.	\$1,200 w/controller	C-45
<b>Computer Memories, Inc.</b>	CM-7680	80M bytes, uniform.	5 1/4 in.	\$2,500 w/o controller	C-31
	CM-7660	60M bytes, uniform.	5 1/4 in.	\$2,200 w/o controller	C-31
	CM-6640	40M bytes, uniform.	5 1/4 in.	\$1,800 w/o controller	C-37
	CM-6426	26M bytes, uniform.	5 1/4 in.	\$1,680 w/o controller	C-37
	CM-3426	25.5M bytes, uniform.	5 1/4 in.	\$1,100 w/o controller	C-37
	CM-5619	19M bytes, uniform.	5 1/4 in.	\$1,095 w/o controller	C-45
	CM-6213	13M bytes, uniform.	5 1/4 in.	\$1,570 w/o controller	C-45
	CM-3212	12.7M bytes, uniform.	5 1/4 in.	\$1,000 w/o controller	C-45
	CM-5412	12M bytes, uniform.	5 1/4 in.	\$1,050 w/o controller	C-45
	CM-5206	6.3M bytes, uniform.	5 1/4 in.	\$1,000 w/o controller	C-45
<b>Comrex International</b>	COMPILER CR-1510	10M bytes, form.	5 1/4 in.	\$2,295 w/o controller	C-45
<b>Control Data Corp.</b>	CDC 9415-3 WREN.	210M bytes, uniform.	5 1/4 in.	N/A	C-31
	CDC 9457 LARK	50M bytes, uniform.	8 in.	N/A	C-31
	CDC 9415-5 WREN.	36M bytes, uniform.	5 1/4 in.	N/A	C-37
<b>Core, Inc.</b>	CORE 5117	53.0M bytes, form.	8 in.	\$12,990 w/controller	C-32
	CORE 5116	42.4M bytes, form.	8 in.	\$9,695 w/controller	C-32
	CORE 5115	10.6M bytes, form.	8 in.	\$6,995 w/controller	C-45
<b>Corvus Systems, Inc.</b>	OMNIDRIVE MODEL 45	45.1M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-32
	CORVUS 20	21M bytes, uniform.	5 1/4 in.	\$4,495 w/controller	C-38
	OMNIDRIVE MODEL 16	16.6M bytes, uniform.	5 1/4 in.	\$3,195 w/controller	C-45
	CORVUS II	14M bytes, uniform.	5 1/4 in.	\$3,495 w/controller	C-45
	OMNIDRIVE MODEL 11	11.1M bytes, uniform.	5 1/4 in.	\$2,495 w/controller	C-45
	CORVUS 6	7M bytes, uniform.	5 1/4 in.	\$2,495 w/controller	C-45
	OMNIDRIVE MODEL 5	5.5M bytes, uniform.	5 1/4 in.	\$1,795 w/controller	C-45
<b>Cromemco, Inc.</b>	HD20	18M bytes, form.	5 1/4 in.	\$3,995 w/controller	C-45
<b>Cyberchron Corp.</b>	CHD 11-20	20.8M bytes, form.	8 in.	\$4,995 w/controller	C-38
<b>Cyber Data Corp.</b>	WAVE80	44M bytes, form.	8 in.	\$6,000 w/controller	C-32
<b>Cynthia Peripheral Corp.</b>	D-160	145M bytes, uniform.	10 1/2 in.	\$4,000 w/o controller	C-32
	D-520	26M bytes, uniform.	N/A	\$3,150 w/o controller	C-38
	D-120	10M bytes, form.	10 1/2 in.	\$2,000 w/o controller	C-45
	D-140	10M bytes, form.	10 1/2 in.	\$3,100 w/o controller	C-46
<b>Data General Corp.</b>	9222	15M bytes, form.	8 in.	\$5,600 w/controller	C-46
	6220	5M bytes, form.	8 in.	\$4,175 w/controller	C-46
<b>Datamac Peripheral Products</b>	TRUSTOR 30	33M bytes, form.	5 1/4 in.	\$2,895 w/controller	C-38
	TRUSTOR 30T W/TAPE BACKUP	33M bytes, form.	5 1/4 in.	\$4,995 w/controller	C-38
	TRUSTOR 10	10M bytes, form.	5 1/4 in.	\$1,450 w/controller	C-46
<b>Datamax</b>	DATAMAX WFD-1	5.5M bytes, form.	5 1/4 in.	\$7,000 w/controller	C-46
<b>Datapoint Corp.</b>	20 MB	20M bytes, form.	5 1/4 in.	N/A	C-38
	9313	10M bytes, form.	5 1/4 in.	\$7,495 w/controller	C-46
	9315	10M bytes, form.	5 1/4 in.	\$7,495 w/controller	C-46
<b>Davong Systems, Inc.</b>	I0011-032	32M bytes, form.	5 1/4 in.	\$3,695 w/controller	C-38

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<b>Devong Systems, Inc.</b>	I0011-021	21M bytes, form.	5 1/4 in.	\$3,095 w/controller	C-38
	I0011-015	15M bytes, form.	5 1/4 in.	\$2,695 w/controller	C-46
	I0011-010	10M bytes, form.	5 1/4 in.	\$2,095 w/controller	C-46
	I0011-005	5M bytes, form.	5 1/4 in.	\$1,845 w/controller	C-46
<b>Dicom Industries</b>	DICOM 403	772M bytes, uniform.	5 1/4 in.	\$10,000 w/controller	C-32
<b>Digital Equipment Corp.</b>	RD51	10M bytes, form.	5 1/4 in.	\$2,985 w/controller	C-46
	RD50	5M bytes, form.	5 1/4 in.	\$2,695 w/controller	C-46
<b>Disc Tech. One</b>	8070	60M bytes, uniform.	8 in.	\$2,500 w/o controller	C-32
	8020	20M bytes, uniform.	8 in.	\$800 w/o controller	C-38
<b>Disctron, Inc.</b>	D-400	40M bytes, form.	8 in.	\$1,770 w/o controller	C-38
	D-100	10M bytes, form.	8 in.	\$1,580 w/o controller	C-46
<b>DMA Systems Corp.</b>	MICRO-MAGNUM 5R	50M bytes, form.	5 1/4 in.	\$2,000 w/o controller	C-32
	MICRO-MAGNUM 11/11	22M bytes, form.	5 1/4 in.	\$2,100 w/o controller	C-38
	MICRO-MAGNUM 5/5	10M bytes, form.	5 1/4 in.	\$2,200 w/o controller	C-46
<b>Dragon Industries, Inc.</b>	SP-65 HARDDISK SUBSYSTEM	70M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-32
<b>Drives, Inc.</b>	WINCHESTER DRIVE SUBSYSTEM	19.1M bytes, form.	5 1/4 in.	\$1,395 w/controller	C-46
<b>Eicon Research, Inc.</b>	DISCACH 40MB	40M bytes, form.	5 1/4 in.	\$3,650 w/o controller	C-38
	DISCACH 20MB	20M bytes, form.	5 1/4 in.	\$4,250 w/o controller	C-38
	DISCACH 10MB	10M bytes, form.	5 1/4 in.	\$3,350 w/o controller	C-46
	PC EXTENDER 30MB	30M bytes, form.	5 1/4 in.	\$3,985 w/controller	C-38
	PC EXTENDER 15MB	15M bytes, form.	5 1/4 in.	N/A	C-46
<b>Falcon Technology</b>	PC EXTENDER 10MB	10M bytes, form.	5 1/4 in.	\$1,895 w/controller	C-46
<b>Fourth Dimension Systems</b>	HARD DISK 10	10M bytes, form.	5 1/4 in.	\$1,295 w/o controller	C-46
<b>Fujitsu America, Inc.</b>	M2333	337M bytes, uniform.	8 in.	\$12,200 w/o controller	C-32
	M2322	168.5M bytes, uniform.	8 in.	\$8,700 w/o controller	C-32
	M2243	96.3M bytes, uniform.	5 1/4 in.	\$3,700 w/o controller	C-46
	M2312	84.4M bytes, uniform.	8 in.	\$7,250 w/o controller	C-32
	M2242	54.9M bytes, uniform.	5 1/4 in.	\$3,250 w/o controller	C-32
	M2241	31.4M bytes, form.	5 1/4 in.	\$2,950 w/o controller	C-39
	M2235	26.6M bytes, uniform.	5 1/4 in.	\$1,875 w/o controller	C-39
	M2234	20M bytes, uniform.	5 1/4 in.	\$1,625 w/o controller	C-38
	M2233	13.3M bytes, form.	5 1/4 in.	\$1,350 w/o controller	C-47
	M2233AT	13.3M bytes, uniform.	5 1/4 in.	\$1,350 w/o controller	C-47
	M2230AT	6.7M bytes, form.	5 1/4 in.	\$1,050 w/o controller	C-46
<b>Genie Computer Corp.</b>	GENIE 11 + 11	22M bytes, form.	5 1/4 in.	\$4,995 w/controller	C-39
	GENIE 5-10-15-20	20M bytes, form.	5 1/4 in.	\$2,895 w/controller	C-39
	GENIE 10 + 10	20M bytes, form.	5 1/4 in.	\$3,695 w/controller	C-39
	GENIE 5 + 5	10M bytes, form.	5 1/4 in.	\$3,995 w/controller	C-47
	GENIE 10 +	10M bytes, form.	5 1/4 in.	\$2,495 w/controller	C-47
<b>Great Lake Computer Peripherals</b>	SUPERIOR SUB SYSTEM-140	40M bytes, uniform.	5 1/4 in.	\$5,999 w/controller	C-39
	SUPERIOR SUB SYSTEM-65	30M bytes, uniform.	5 1/4 in.	\$3,749 w/controller	C-39
	SUPERIOR SUB SYSTEM-40	20M bytes, uniform.	5 1/4 in.	\$2,795 w/controller	C-39
	SUPERIOR SUB SYSTEM-10	10M bytes, form.	5 1/4 in.	\$1,495 w/controller	C-47
	SUPERIOR SUB SYSTEM-23	10M bytes, form.	5 1/4 in.	\$2,249 w/controller	C-47
	THE STOWAWAY	10M bytes, form.	5 1/4 in.	\$1,295 w/controller	C-47
<b>Hewlett-Packard Co.</b>	7908 P/R	16.5M bytes, form.	8 in.	\$9,900 w/controller	C-47
	9134A OPT. 010	4.8M bytes, form.	5 1/4 in.	\$4,500 w/controller	C-47
	9134A	4.8M bytes, form.	5 1/4 in.	\$3,500 w/controller	C-47
<b>I12 Interface, Inc.</b>	I12 VM 21P	21.9M bytes, form.	5 1/4 in.	\$1,095 w/o controller	C-39
	I12 VM 15P	15.9M bytes, form.	5 1/4 in.	\$1,095 w/o controller	C-47
	I12 VM 10P	10.6M bytes, form.	5 1/4 in.	\$1,095 w/o controller	C-47
	I12 VM 3P	3.3M bytes, form.	5 1/4 in.	\$1,095 w/o controller	C-47
<b>Irwin Magnetics Systems, Inc.</b>	416	16M bytes, uniform.	5 1/4 in.	\$1,800 w/o controller	C-47
	516	16M bytes, uniform.	5 1/4 in.	\$2,500 w/o controller	C-47
<b>Kennedy Co.</b>	7380	82.9M bytes, uniform.	8 in.	\$3,995 w/o controller	C-32
	7340	41.4M bytes, uniform.	8 in.	\$3,200 w/o controller	C-32
	6173	40M bytes, uniform.	8 in.	\$3,195 w/o controller	C-39
	6172	24M bytes, uniform.	8 in.	\$1,995 w/o controller	C-39
<b>Lapine Technology, Inc.</b>	RANGER 3522	10M bytes, form.	3 1/2 in.	\$995 w/controller	C-47
	RANGER 3521	5M bytes, form.	3 1/2 in.	\$898 w/controller	C-47
<b>Maxtor Corp.</b>	EXT 4380	380M bytes, uniform.	5 1/4 in.	\$4,830 w/o controller	C-33
	EXT 4280	280M bytes, uniform.	5 1/4 in.	\$3,985 w/o controller	C-33
	XT2190	191.2M bytes, uniform.	5 1/4 in.	\$4,720 w/o controller	C-33
	EXT 4175	175M bytes, uniform.	5 1/4 in.	\$2,780 w/o controller	C-33
	XT1140	143.5M bytes, uniform.	5 1/4 in.	\$4,290 w/o controller	C-33
	XT2140	140.2M bytes, uniform.	5 1/4 in.	\$3,675 w/o controller	C-33
	XT1105	105.2M bytes, uniform.	5 1/4 in.	\$3,340 w/o controller	C-33
	XT2085	89.2M bytes, uniform.	5 1/4 in.	\$2,630 w/o controller	C-33
	EXT 4075	75M bytes, uniform.	5 1/4 in.	\$1,565 w/o controller	C-32
	XT1065	65M bytes, uniform.	5 1/4 in.	\$1,300 w/o controller	C-32
<b>Maynard Electronics</b>	GEMINI WSIG	10.4M bytes, uniform.	5 1/4 in.	\$1,395 w/controller	C-48
	MAYNARD WSI	10M bytes, form.	5 1/4 in.	\$1,395 w/controller	C-48
	APOLLO WSIA	3.0M bytes, form.	5 1/4 in.	\$2,995 w/controller	C-47
<b>Megavault</b>	MV212	212M bytes, uniform.	8 in.	\$3,100 w/o controller	C-33
	MV166S	166M bytes, uniform.	8 in.	\$2,900 w/o controller	C-33
	MV83S	83M bytes, uniform.	8 in.	\$2,600 w/o controller	C-33
	MV83SHQ	83M bytes, uniform.	8 in.	\$3,100 w/o controller	C-33
<b>Memorex Corp.</b>	513	50M bytes, uniform.	5 1/4 in.	\$2,800 w/o controller	C-33
	512	30M bytes, uniform.	5 1/4 in.	\$2,200 w/o controller	C-39

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Memorex Corp.	324	26.7M bytes, uniform.	5 1/4 in.	\$1,590 w/o controller	C-39
	102	23.4M bytes, uniform.	8 in.	\$1,390 w/o controller	C-39
	323	20M bytes, uniform.	5 1/4 in.	\$1,390 w/o controller	C-39
	322	13.2M bytes, uniform.	5 1/4 in.	\$1,190 w/o controller	C-48
	101	11.7M bytes, uniform.	8 in.	\$1,920 w/o controller	C-48
Microcomputer Memories, Inc.	321	6.7M bytes, uniform.	5 1/4 in.	\$990 w/o controller	C-48
	M112	12.7M bytes, uniform.	3 1/2 in.	\$1,000 w/o controller	C-48
	M108	6.3M bytes, uniform.	3 1/2 in.	\$900 w/o controller	C-48
Micro Data Systems	E2 842	20M bytes, form.	5 1/4 in.	\$3,495 w/controller	C-48
	E2 835	10M bytes, form.	5 1/4 in.	\$2,495 w/controller	C-48
	E2 825	5M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-48
Micro-Design	DATA 10 + 30	40M bytes, form.	5 1/4 in.	\$4,195 w/controller	C-39
	SQ-530	35M bytes, form.	5 1/4 in.	\$3,895 w/controller	C-40
	DATA 10 + 20	30M bytes, form.	5 1/4 in.	\$3,795 w/controller	C-39
	PRO-30	30M bytes, form.	5 1/4 in.	\$2,395 w/controller	C-40
	SQ-520	25M bytes, form.	5 1/4 in.	\$3,495 w/controller	C-40
	DATA 11 + 11	22M bytes, form.	5 1/4 in.	N/A	C-40
	DATA 10 + 10	20M bytes, form.	5 1/4 in.	\$3,495 w/controller	C-39
	PRO-20	20M bytes, form.	5 1/4 in.	\$1,499 w/controller	C-40
	SQ-510	15M bytes, form.	5 1/4 in.	\$2,995 w/controller	C-48
	PRO-10	11M bytes, form.	5 1/4 in.	N/A	C-48
	DATA 5 + 5	10M bytes, form.	5 1/4 in.	\$3,495 w/controller	C-48
	PRO-10	10M bytes, form.	5 1/4 in.	\$1,299 w/controller	C-48
Micro Mainframe	MFF/12	11M bytes, form.	5 1/4 in.	\$1,699 w/o controller	C-48
	MFF/12	11M bytes, form.	5 1/4 in.	\$1,699 w/o controller	C-48
Micropolis Corp.	1408	165.9M bytes, uniform.	8 in.	\$2,930 w/o controller	C-34
	1325	85.2M bytes, uniform.	5 1/4 in.	\$1,635 w/o controller	C-34
	1403	82.9M bytes, uniform.	8 in.	\$2,330 w/o controller	C-34
	1324	63.9M bytes, uniform.	5 1/4 in.	\$1,439 w/o controller	C-33
	1304	51.9M bytes, uniform.	5 1/4 in.	\$1,195 w/o controller	C-33
	1203 ANSI	45.7M bytes, uniform.	8 in.	\$3,420 w/o controller	C-33
	1223	45.2M bytes, uniform.	8 in.	\$2,900 w/o controller	C-33
	1303	43.2M bytes, uniform.	5 1/4 in.	\$1,095 w/o controller	C-33
	1323	42.6M bytes, uniform.	5 1/4 in.	\$1,266 w/o controller	C-33
	1202 ANSI	27.4M bytes, uniform.	8 in.	\$2,750 w/o controller	C-40
	1302	25.9M bytes, uniform.	5 1/4 in.	\$975 w/o controller	C-40
	1221	8.9M bytes, uniform.	8 in.	\$2,689 w/o controller	C-48
Microscience International Corp.	MODEL HH612	12.7M bytes, uniform.	5 1/4 in.	N/A	C-48
	MODEL HH612	25.5M bytes, uniform.	5 1/4 in.	N/A	C-48
MiniScribe Corp.	4020	20M bytes, uniform.	5 1/4 in.	\$690 w/o controller	C-40
	2012	12.8M bytes, uniform.	5 1/4 in.	\$640 w/o controller	C-48
	3212	12.8M bytes, uniform.	5 1/4 in.	\$606 w/o controller	C-48
	3412	12M bytes, uniform.	5 1/4 in.	\$636 w/o controller	C-48
	3012	N/A	5 1/4 in.	\$606 w/o controller	C-48
	HD-10M	10M bytes, form.	5 1/4 in.	\$1,250 w/o controller	C-48
Mitsubishi Electronics America	MR 522	25.5M bytes, uniform.	5 1/4 in.	\$1,220 w/o controller	C-40
	MR 532	25.5M bytes, uniform.	5 1/4 in.	\$1,220 w/o controller	C-40
	MR 521	12.7M bytes, uniform.	5 1/4 in.	\$975 w/o controller	C-48
Mountain Computer, Inc.	32MB DRIVE FOR IBM PC	32M bytes, form.	5 1/4 in.	\$4,495 w/controller	C-40
	20MB DRIVE FOR IBM PC	20M bytes, form.	5 1/4 in.	\$3,295 w/controller	C-40
	DDS-01-445-03	15M bytes, form.	5 1/4 in.	\$2,995 w/controller	C-48
	DDS-01-482-03	15M bytes, form.	5 1/4 in.	\$2,795 w/controller	C-48
	DDS-01-492-03	15M bytes, form.	5 1/4 in.	\$2,995 w/controller	C-48
	DDS-01-445-02	10M bytes, form.	5 1/4 in.	\$2,495 w/controller	C-48
	DDS-01-482-02	10M bytes, form.	5 1/4 in.	\$2,395 w/controller	C-48
	DDS-01-494-02	10M bytes, form.	5 1/4 in.	\$2,495 w/controller	C-48
	WDS/100-15	15M bytes, form.	5 1/4 in.	\$2,199 w/controller	C-48
	WDS/100-10	10M bytes, form.	5 1/4 in.	\$2,199 w/controller	C-48
Myarc, Inc.	WDS/100-5	5M bytes, form.	5 1/4 in.	\$1,899 w/controller	C-48
	WDS/100-5	5M bytes, form.	5 1/4 in.	\$1,899 w/controller	C-48
National Memory System Corp.	NMS04	470M bytes, uniform.	10 1/2 in.	\$10,000 w/o controller	C-34
	NMS08	168M bytes, uniform.	8 in.	\$2,395 w/o controller	C-34
	NMS01	84M bytes, form.	8 in.	\$3,500 w/o controller	C-34
	NMS01	84M bytes, form.	8 in.	\$3,500 w/o controller	C-34
NEC Information Systems	D2246	85M bytes, uniform.	8 in.	\$2,200 w/controller	C-34
	D2230	42.5M bytes, uniform.	8 in.	\$2,235 w/controller	C-34
	D2200	25.5M bytes, uniform.	8 in.	\$2,575 w/controller	C-40
	D5244	21M bytes, uniform.	5 1/4 in.	\$1,410 w/controller	C-40
	D5234	15.2M bytes, form.	5 1/4 in.	\$1,250 w/controller	C-48
	D5224	10.1M bytes, form.	5 1/4 in.	\$1,180 w/controller	C-48
Nestar Systems, Inc.	D5214	5M bytes, form.	5 1/4 in.	\$915 w/controller	C-48
	PLAN 4000 MODEL 112 FILE SERVER	60M bytes, form.	8 in.	\$10,000 w/controller	C-34
	PLAN 3000 MODEL 70 FILE SERVER	56M bytes, form.	5 1/4 in.	N/A	C-34
	PLAN 3000 MODEL 50 FILE SERVER	40M bytes, form.	5 1/4 in.	N/A	C-40
	PLAN 3000 MODEL 30 FILE SERVER	24M bytes, form.	5 1/4 in.	N/A	C-40
	PLAN 3000 MODEL 18 FILE SERVER	15M bytes, form.	5 1/4 in.	\$10,000 w/controller	C-48
New World Computer Co., Inc.	TURBO-DISC	10M bytes, form.	5 1/4 in.	\$2,950 w/controller	C-48
	TURBO-DISC	225M bytes, form.	8 in.	\$6,300 w/o controller	C-34
Northern Telecom, Inc.	MERCURY MFD/8210	180M bytes, form.	8 in.	\$5,900 w/o controller	C-34
	MERCURY MFD/8208	90M bytes, form.	8 in.	\$4,700 w/o controller	C-34
	MERCURY MFD/8204	41.9M bytes, uniform.	8 in.	\$2,250 w/controller	C-34
Onyx & IMI	7740	41.9M bytes, uniform.	8 in.	\$2,250 w/controller	C-34
	5040H	40M bytes, form.	5 1/4 in.	\$990 w/o controller	C-40

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Onyx & IMI	7720	20.9M bytes, uniform.	8 in.	\$1,650 w/o controller	C-40
	5018H	19.1M bytes, uniform.	5 1/4 in.	\$895 w/o controller	C-50
	5012H	12.7M bytes, uniform.	5 1/4 in.	\$850 w/o controller	C-49
	7710	12.5M bytes, uniform.	8 in.	\$1,700 w/o controller	C-50
Otarl Data, Inc.	5006H	6.3M bytes, uniform.	5 1/4 in.	\$900 w/o controller	C-49
	C-526	20M bytes, form.	5 1/4 in.	\$780 w/o controller	C-41
	C-519	15M bytes, form.	5 1/4 in.	\$680 w/o controller	C-50
	C-514	10M bytes, form.	5 1/4 in.	\$580 w/o controller	C-50
Percom Data Corp.	C-507	5M bytes, form.	5 1/4 in.	\$4,180 w/o controller	C-50
	PWH-107	5M bytes, form.	5 1/4 in.	\$450 w/o controller	C-50
	PHD 30/30A	31.5M bytes, form.	5 1/4 in.	\$2,795 w/o controller	C-34
	PHD 20/20A	20M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-41
Personal Micro Computers, Inc.	M-100	15M bytes, form.	5 1/4 in.	\$2,695 w/o controller	C-50
	PHD 10/10A	10M bytes, form.	5 1/4 in.	\$1,395 w/o controller	C-50
	PHD 5/5A	5M bytes, form.	5 1/4 in.	\$895 w/o controller	C-50
	HDD H510	11M bytes, form.	5 1/4 in.	\$1,795 w/o controller	C-50
PH-Associates, Inc.	MARK 46	46M bytes, uniform.	5 1/4 in.	\$3,916 w/o controller	C-34
	DSS-10B	10M bytes, form.	5 1/4 in.	\$2,295 w/o controller	C-50
	MARK 33	33M bytes, uniform.	5 1/4 in.	\$3,450 w/o controller	C-41
	MARK 20	20M bytes, uniform.	5 1/4 in.	\$3,213 w/o controller	C-41
PolyGon Industries	HELIX-CPM	44M bytes, form.	5 1/4 in.	\$1,300 w/o controller	C-34
	HELIX-KT	44M bytes, form.	5 1/4 in.	\$1,300 w/o controller	C-34
PolyMorphic Systems	HD/40	51M bytes, form.	5 1/4 in.	\$3,995 w/o controller	C-34
	HD/18	23M bytes, uniform.	5 1/4 in.	\$2,995 w/o controller	C-41
Priam Corp.	808	515M bytes, uniform.	8 in.	\$4,150 w/o controller	C-35
	807	330M bytes, uniform.	8 in.	\$3,680 w/o controller	C-35
	806	188M bytes, uniform.	8 in.	\$3,095 w/o controller	C-35
	505	111M bytes, uniform.	5 1/4 in.	\$2,300 w/o controller	C-35
Procomp Systems, Inc.	504	86M bytes, uniform.	5 1/4 in.	\$1,850 w/o controller	C-35
	803	85M bytes, uniform.	8 in.	\$2,550 w/o controller	C-35
	503	71M bytes, form.	5 1/4 in.	\$1,750 w/o controller	C-35
	7050	70M bytes, uniform.	8 in.	\$2,450 w/o controller	C-35
Qualogy	502	55M bytes, uniform.	5 1/4 in.	\$1,150 w/o controller	C-35
	3450	35M bytes, uniform.	8 in.	\$1,950 w/o controller	C-41
	TRUSTOR-140	140M bytes, uniform.	5 1/4 in.	\$7,000 w/o controller	C-35
	TRUSTOR-60	60M bytes, uniform.	5 1/4 in.	\$6,000 w/o controller	C-35
Q D P Computer Systems	TRUSTOR-30	30M bytes, uniform.	5 1/4 in.	\$2,450 w/o controller	C-41
	TRUSTOR-10	10M bytes, uniform.	5 1/4 in.	\$1,450 w/o controller	C-50
	M-100	15M bytes, form.	5 1/4 in.	\$2,695 w/o controller	C-50
	CYCLONE SERIES	35.1G bytes, form.	5 1/4 in.	\$2,995 w/o controller	C-35
Quantum Corp.	DSD 770-40	40M bytes, form.	5 1/4 in.	\$5,495 w/o controller	C-41
	DSD 880	31.2M bytes, form.	8 in.	\$8,995 w/o controller	C-41
	DSD 880	31M bytes, form.	8 in.	\$5,495 w/o controller	C-41
	DSD 770-10	10M bytes, uniform.	8 in.	\$4,095 w/o controller	C-50
QuCeS, Inc.	Q2080	85.4M bytes, uniform.	8 in.	\$3,865 w/o controller	C-35
	Q2030	32M bytes, uniform.	8 in.	\$2,695 w/o controller	C-41
	Q540	42.6M bytes, uniform.	5 1/4 in.	\$1,895 w/o controller	C-35
	Q2040	42.6M bytes, uniform.	8 in.	\$3,000 w/o controller	C-35
QuCeS, Inc.	D530	31.9M bytes, uniform.	5 1/4 in.	\$1,755 w/o controller	C-41
	Q520	21.3M bytes, uniform.	5 1/4 in.	\$1,675 w/o controller	C-41
	Q2020	21.3M bytes, uniform.	8 in.	\$2,195 w/o controller	C-41
	Q2010	10.6M bytes, uniform.	8 in.	\$1,775 w/o controller	C-50
QuCeS, Inc.	DSK-68	84M bytes, form.	5 1/4 in.	\$7,999 w/o controller	C-35
	DSK-87	47M bytes, form.	5 1/4 in.	\$6,299 w/o controller	C-35
	DSK-67	42M bytes, form.	5 1/4 in.	\$4,999 w/o controller	C-35
	DSK-85	25M bytes, form.	5 1/4 in.	\$4,299 w/o controller	C-41
QuCeS, Inc.	DSK-83	21M bytes, form.	5 1/4 in.	\$4,099 w/o controller	C-41
	DSK-65	20M bytes, form.	5 1/4 in.	\$2,999 w/o controller	C-41
	DSK-63	16M bytes, form.	5 1/4 in.	\$2,799 w/o controller	C-50
	DSK-82	15M bytes, form.	5 1/4 in.	\$3,799 w/o controller	C-50
QuCeS, Inc.	DSK-40	10M bytes, form.	5 1/4 in.	\$1,999 w/o controller	C-50
	DSK-62	10M bytes, form.	5 1/4 in.	\$2,499 w/o controller	C-50
QuCeS, Inc.	QA-520	20M bytes, form.	5 1/4 in.	\$2,795 w/o controller	C-41
	QA-515	15M bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-51
	QA-510	10M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-51
	QA-505	5M bytes, form.	5 1/4 in.	\$1,995 w/o controller	C-51
Rodime Corp.	RO204E	42M bytes, form.	5 1/4 in.	\$2,015 w/o controller	C-36
	RO203E	31M bytes, form.	5 1/4 in.	\$1,815 w/o controller	C-43
	RO204	21M bytes, form.	5 1/4 in.	\$1,295 w/o controller	C-43
	RO203	15M bytes, form.	5 1/4 in.	\$1,110 w/o controller	C-51
Rodime Corp.	RO202	10M bytes, form.	5 1/4 in.	\$930 w/o controller	C-51
	RO352	10M bytes, form.	3 1/2 in.	\$2,250 w/o controller	C-51
	RO201	5M bytes, form.	5 1/4 in.	\$775 w/o controller	C-51
	FWT-11	80M bytes, uniform.	8 in.	\$8,000 w/o controller	C-36
Scientific Micro Systems	ST-425	20.0M bytes, form.	5 1/4 in.	\$1,270 w/o controller	C-43
	ST-419	15M bytes, form.	5 1/4 in.	\$1,065 w/o controller	C-51
	ST-412	10M bytes, form.	5 1/4 in.	\$900 w/o controller	C-51
	ST-212	10.0M bytes, form.	5 1/4 in.	N/A	C-51
Seagate Technology	ST-406	5M bytes, form.	5 1/4 in.	\$720 w/o controller	C-51

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Standard Data Corp.	SDC 80	80M bytes, form.	5 1/4 in.	N/A	C-36
	SDC 50	50M bytes, form.	5 1/4 in.	N/A	C-36
	SDC 34	34M bytes, form.	5 1/4 in.	N/A	C-43
	SDC 15	15M bytes, form.	5 1/4 in.	N/A	C-51
Star Technologies, Inc.	SDC 10	10M bytes, form.	5 1/4 in.	N/A	C-51
	DART WINCHESTER 68MB	68.0M bytes, form.	8 in.	\$7,500 w/controller	C-36
	DART WINCHESTER 34MB	34M bytes, uniform.	8 in.	\$5,600 w/controller	C-43
	DART WINCHESTER 10MB	10M bytes, form.	8 in.	\$4,500 w/controller	C-43
Storex Corp.	SK4124	30M bytes, form.	5 1/4 in.	\$5,995 w/controller	C-43
	SK4123	25M bytes, form.	5 1/4 in.	\$5,695 w/controller	C-43
	SK324	20M bytes, form.	5 1/4 in.	\$2,695 w/controller	C-43
	SK4122	20M bytes, form.	5 1/4 in.	\$4,395 w/controller	C-43
	SK322	10M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-51
	SK410	10M bytes, form.	5 1/4 in.	\$3,995 w/controller	C-51
Sunol Systems, Inc.	SSD 92	92M bytes, form.	5 1/4 in.	\$6,695 w/o controller	C-36
	SSD 65	65M bytes, form.	5 1/4 in.	\$2,595 w/o controller	C-36
	SSD 40	40M bytes, form.	5 1/4 in.	\$4,595 w/o controller	C-43
	SSD 25	25M bytes, form.	5 1/4 in.	\$2,995 w/o controller	C-43
	SSD 16	16M bytes, form.	5 1/4 in.	\$2,495 w/o controller	C-51
	SSD 8	8M bytes, form.	5 1/4 in.	\$1,995 w/o controller	C-51
System Industries, Inc.	9751	474M bytes, uniform.	10 1/2 in.	N/A	C-36
	DISKETTE ULTRASTORE	127M bytes, form.	5 1/4 in.	N/A	C-36
	DISKETTE JR 221	22M bytes, form.	5 1/4 in.	N/A	C-43
	DISKETTE JR 101	10M bytes, form.	5 1/4 in.	N/A	C-51
Tandon Corp.	TM703	31.0M bytes, uniform.	5 1/4 in.	N/A	C-43
	TM503	19.1M bytes, uniform.	5 1/4 in.	N/A	C-52
	TM603SE	14.4M bytes, uniform.	5 1/4 in.	N/A	C-52
	TM502	12.8M bytes, uniform.	5 1/4 in.	N/A	C-52
	TM602SE	9.6M bytes, uniform.	5 1/4 in.	N/A	C-52
	TM603	9.6M bytes, uniform.	5 1/4 in.	N/A	C-52
Tecmar, Inc.	TM501	6.4M bytes, uniform.	5 1/4 in.	N/A	C-52
	TM602	6.4M bytes, uniform.	5 1/4 in.	N/A	C-52
	SHARE/33 EXPANSION	33M bytes, form.	5 1/4 in.	\$4,295 w/controller	C-43
	SHARE/15 EXPANSION	16M bytes, form.	5 1/4 in.	\$3,195 w/controller	C-52
Texas Instruments, Inc.	SHARE/10 EXPANSION	10M bytes, form.	5 1/4 in.	\$2,795 w/controller	C-52
	WD 800/43	43.2M bytes, form.	8 in.	\$16,700 w/controller	C-36
	WD 800/18	18.5M bytes, form.	8 in.	\$14,700 w/controller	C-52
	WD 500	10M bytes, form.	5 1/4 in.	\$3,000 w/controller	C-52
ThoughtWorks, Inc.	DATA FILE 20M	20M bytes, form.	5 1/4 in.	\$203,195 w/controller	C-43
	DATA FILE 10M	10M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-52
Trak Microcomputer Corp.	COMMANDER 15	15M bytes, form.	5 1/4 in.	\$2,595 w/controller	C-52
	COMMANDER 10	10M bytes, form.	5 1/4 in.	\$2,195 w/controller	C-52
	COMMANDER 5	5M bytes, form.	5 1/4 in.	\$1,895 w/controller	C-52
Trantor Systems Ltd.	TRANTROR TSL-15	15M bytes, uniform.	5 1/4 in.	\$3,395 w/controller	C-52
	TRANTROR TSL-10	10M bytes, uniform.	5 1/4 in.	\$2,895 w/controller	C-52
	TRANTROR TSL-5	5M bytes, uniform.	5 1/4 in.	\$2,395 w/controller	C-52
	IBM 20MB	20M bytes, form.	5 1/4 in.	\$2,495 w/controller	C-43
Univision	V-EXT 20	20M bytes, form.	5 1/4 in.	\$2,900 w/controller	C-43
	QHD 11-192	11.2M bytes, form.	5 1/4 in.	\$2,675 w/controller	C-52
	DHD 11-320	11.2M bytes, form.	5 1/4 in.	\$2,950 w/controller	C-52
	DHD 11-384	11.2M bytes, form.	5 1/4 in.	\$3,085 w/controller	C-52
	DHD 11-448	11.2M bytes, form.	5 1/4 in.	\$3,220 w/controller	C-53
	DHD 11-64	11.2M bytes, form.	5 1/4 in.	\$2,375 w/controller	C-53
	V-EXT 11	11.2M bytes, form.	5 1/4 in.	\$2,460 w/controller	C-36
	IBM 10MB	10M bytes, form.	5 1/4 in.	\$1,845 w/controller	C-53
	SIRIUS HARD DISK	22M bytes, form.	5 1/4 in.	\$2,900 w/o controller	C-43
	RAINBOW HARD DISK	11.2M bytes, form.	5 1/4 in.	\$2,949 w/o controller	C-53
U.S. Design Corp.	VIP/X	760M bytes, uniform.	5 1/4 in.	\$23,995 w/controller	C-36
	CSS 800/70	70M bytes, form.	8 in.	\$8,000 w/controller	C-36
	CSS 800/35	35M bytes, form.	8 in.	\$7,000 w/controller	C-44
Vector Electronics Co.	SAFE-212	212M bytes, uniform.	8 in.	\$12,000 w/controller	C-36
	SAFE-132	132M bytes, uniform.	8 in.	\$1,000 w/controller	C-36
	SAFE-83	83M bytes, uniform.	8 in.	\$9,000 w/controller	C-36
Vertex Peripherals, Inc.	V150	51M bytes, uniform.	5 1/4 in.	\$2,350 w/o controller	C-36
	V130	30M bytes, uniform.	5 1/4 in.	\$1,850 w/o controller	C-44
	PANTER	30M bytes, form.	5 1/4 in.	\$1,795 w/controller	C-44
VR Data Corp.	DATA SAFE 48	48M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-36
	DATA SAFE DUAL 8+8 R	32M bytes, uniform.	5 1/4 in.	\$8,995 w/controller	C-44
	RMX DUAL 8+8 R	32M bytes, uniform.	5 1/4 in.	\$8,995 w/controller	C-44
	DATA SAFE 24	24M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-44
	DATA SAFE 8+8 R	16M bytes, uniform.	5 1/4 in.	\$8,995 w/controller	C-53
	DATA SAFE 16	16M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-53
	RMX-8+8 R	16M bytes, uniform.	5 1/4 in.	\$8,995 w/controller	C-53
	DATA SAFE DUAL 8	8M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-53
Xcomp, Inc.	PHD	26.6M bytes, uniform.	5 1/4 in.	\$3,395 w/o controller	C-44
	PHD 8 X 8	20.5M bytes, uniform.	5 1/4 in.	\$2,395 w/controller	C-44
	PHD 5 X 5	10M bytes, form.	5 1/4 in.	\$2,195 w/o controller	C-53
Xebec	XEBEC-9730	30M bytes, form.	5 1/4 in.	\$4,000 w/controller	C-44
	XEBEC-9710	10M bytes, form.	5 1/4 in.	\$1,750 w/controller	C-53

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Xebec	XEBEC-9705	5M bytes, form.	5 1/4 in.	\$1,650 w/controller	C-53
	XEBEC-9800	5M bytes, form.	5 1/4 in.	\$2,000 w/controller	C-53
3M Co.	8533	60M bytes, uniform.	8 in.	\$5,200 w/o controller	C-37
	8432	20M bytes, uniform.	8 in.	\$3,675 w/o controller	C-54
	8431	10M bytes, uniform.	8 in.	\$2,345 w/o controller	C-53

## Rigid (Non-Winchester) Disk Drives

VENDOR	MODEL	CAPACITY	DIAMETER	PRICE	PAGE
Amcodyne, Inc.	ARAPAOH 7110	53.2M bytes, uniform.	8 in.	\$4,550 w/o controller	C-53
Apparat, Inc.	30MB IBM HARD DISK	30M bytes, form.	5 1/4 in.	\$3,395 w/controller	C-53
Athas Corp.	3075	75M bytes, uniform.	5 1/4 in.	\$2,700 w/o controller	C-53
Athenasium Technology, Inc.	AEQIS 10 10	27.2M bytes, uniform.	5 1/4 in.	\$1,300 w/o controller	C-53
Axion, Inc.	RAM DISC 320	320K bytes, form.	N/A	\$999 w/o controller	C-53
Cameo Electronics, Inc.	SERIES 5	24M bytes, form.	5 1/4 in.	\$4,495 w/o controller	C-53
	SERIES 1000 LYNX	10M bytes, form.	8 in.	\$5,995 w/controller	C-54
Control Data Corp.	CDC 9412 WINDSOR	80M bytes, uniform.	8 in.	N/A	C-54
	CDC 9415-80 WREN	80M bytes, uniform.	5 1/4 in.	N/A	C-54
	CDC 9445 LARK	16M bytes, form.	8 in.	\$2,345 w/o controller	C-54
DMA Systems Corp.	MICRO-MAGNUM 11R	11M bytes, form.	5 1/4 in.	\$2,200 w/o controller	C-54
Genie Computer Corp.	GENIE X5A	5M bytes, form.	5 1/4 in.	\$3,295 w/controller	C-54
Iomega Corp.	ALPHA-10	10M bytes, form.	8 in.	\$795 w/o controller	C-54
	ALPHA-10 SUB SYSTEM	10M bytes, uniform.	8 in.	N/A	C-54
	BETA-5	5.2M bytes, form.	5 1/4 in.	\$895 w/o controller	C-54
Memorex Corp.	410	12.8M bytes, uniform.	5 1/4 in.	\$2,250 w/o controller	C-54
	450	10.6M bytes, form.	5 1/4 in.	\$1,480 w/o controller	C-54
Micro-Design	DATA 10	10M bytes, form.	5 1/4 in.	\$2,295 w/controller	C-54
	SQ-55	10M bytes, form.	5 1/4 in.	\$2,685 w/controller	C-54
	DATA 9	5M bytes, form.	5 1/4 in.	\$2,995 w/controller	C-54
	SQ-5	5M bytes, form.	5 1/4 in.	\$1,795 w/controller	C-54
Miltope Corp.	MILTOPE/IOmega ALPHA 10	10M bytes, form.	8 in.	\$12,000 w/controller	C-54
Motorola, Inc.	M68KDE50-1	50M bytes, uniform.	8 in.	\$12,920 w/o controller	C-54
	M68KHDE16-1	16M bytes, uniform.	8 in.	\$7,500 w/o controller	C-54
	MLD-16	16M bytes, uniform.	8 in.	\$7,500 w/o controller	C-54
PolyMorphic Systems	HD/18+	23M bytes, uniform.	5 1/4 in.	\$4,995 w/controller	C-55
QuCeS, Inc.	DSK-8X	5M bytes, form.	5 1/4 in.	\$1,900 w/o controller	C-55
	DSK-80	5M bytes, form.	5 1/4 in.	\$2,499 w/o controller	C-55
Rodime Corp.	RO351	5M bytes, form.	3 1/2 in.	\$1,500 w/o controller	C-55
Systems Periph. Consultants	DISKETTE JR 34i	34M bytes, form.	5 1/4 in.	N/A	C-55
	DISKETTE JR SR	5M bytes, form.	5 1/4 in.	N/A	C-55
Univation	DRD 5-384	5.6M bytes, form.	5 1/4 in.	\$3,360 w/controller	C-55
	DRD 5-448	5.6M bytes, form.	5 1/4 in.	\$3,495 w/controller	C-55
	IBM 5.5	5.5M bytes, form.	5 1/4 in.	N/A	C-55
	DRD 5-192	5.2M bytes, form.	5 1/4 in.	\$2,960 w/controller	C-55
	DRD 5-320	5.2M bytes, form.	5 1/4 in.	\$3,225 w/controller	C-55
	DRD 5-64	5.2M bytes, form.	5 1/4 in.	\$2,675 w/controller	C-55
Vermont Research Corp.	8520	20M bytes, form.	8 in.	\$3,180 w/controller	C-55
Wang Laboratories, Inc.	6565	275M bytes, uniform.	8 in.	\$18,000 w/o controller	C-55
Western Dynex Corp.	WD-505	5M bytes, form.	5 1/4 in.	\$495 w/o controller	C-55

### Capacities Over 3M Bytes

#### AMLYN CORP. 1865

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 88 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$595 without controller  
Date First Installed: 1984  
(See Vendor Profile Page V-2)

#### BERING INDUSTRIES, INC. BERING 33XX

Disk Diameter: 5 1/4 in.  
Compatibility: HP 9000, 3000, 1000,  
90XX, 200, 100, 80  
Plug Compatibility: HP 9895A; HP  
913X  
Capacity: 30.0M bytes, Formatted  
Average Access Time: 48 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506; HP-IB, IEEE-488  
Price: \$2,840 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: July 1983  
(See Vendor Profile Page V-4)

#### FORMAT CORP. 48 DS-HALF HEIGHT

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 3M bytes, Formatted  
Average Access Time: 92 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: No  
Price: \$190 without controller  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-14)

#### HEATH CO. Z207-42

Disk Diameter: 8 in.  
Compatibility: Heath Z100  
Capacity: 12.8M bytes, Unformatted  
Average Access Time: 90 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$2,299 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-16)

#### INFLO, INC. INF 2-8 DISK INTERCHANGE UNIT

Disk Diameter: 8 in.  
Compatibility: IBM PC  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 35 msec

Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Ansi 1226  
Price: \$2,300 with controller  
Distribution Method: End User;  
OEM  
Number Installed: Under 100  
Date First Installed: November 1983  
(See Vendor Profile Page V-17)

#### MICROPOLIS CORP.

1115-IV  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Micropolis 1015-  
IV; Tandon TM 100-4M  
Capacity: 9.6M bytes, Unformatted  
Average Access Time: 152 msec  
Mean Time Between Failure: 8,500  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$240 without controller  
Distribution Method: OEM; Third-  
Party  
(See Vendor Profile Page V-22)

#### MPI

1722  
Disk Diameter: 5 1/4 in.  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 88 msec  
Mean Time Between Failure: 8,000  
hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$350 without controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: January 1984  
(See Vendor Profile Page V-23)

#### PERSCI, INC.

2998 HIGH SPEED  
Disk Diameter: 8 in.  
Capacity: 3.2M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failure: 8,000  
hrs.  
Integral Controller: No  
Interface: Persci  
Price: \$2,550 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-26)

#### STANDARD DATA CORP.

SDC 30  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC/XT; Zenith  
2100  
Capacity: 20M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1983  
(See Vendor Profile Page V-32)

#### STOREX CORP.

SX323  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC; PC/XT

Capacity: 15M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Price: \$2,495 with controller  
Distribution Method: End User;  
Third-Party  
Date First Installed: March 1984  
(See Vendor Profile Page V-32)

#### TECMAR, INC. FLOPPY 5/8 SUBSYSTEM

Disk Diameter: 8 in.  
Compatibility: IBM PC; Columbia;  
Eagle PC; Teleview PC  
Capacity: 5M bytes, Formatted  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,995 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-34)

### 1M- to 3M-Byte Capacity

#### ALS CORP.

FD9830  
Disk Diameter: 8 in.  
Compatibility: HP 9830  
Capacity: 1.2M bytes, Formatted  
Mean Time Between Failure: 3,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Proprietary  
Price: \$3,675 with controller  
Distribution Method: End User;  
OEM  
Number Installed: 39  
Date First Installed: January 1982  
(See Vendor Profile Page V-2)

#### ALS CORP.

FD9885  
Disk Diameter: 8 in.  
Compatibility: HP 9825, 9835, 9845  
Capacity: 1M bytes, Unformatted  
Mean Time Between Failure: 3,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Proprietary  
Price: \$3,450 with controller  
Distribution Method: End User;  
OEM  
Number Installed: 22  
Date First Installed: June 1982

#### AMLYN CORP.

1860  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart SA 850  
Capacity: 3M bytes, Unformatted  
Average Access Time: 88 msec  
Mean Time Between Failure: 8,000  
hrs.  
Integral Controller: No  
Interface: Shugart SA 850

Price: \$595 without controller  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: August 1983

### ANALOG & DIGITAL PERIPHERALS

E-Z-DISC 3  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure:  
10,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$1,050 with controller  
Distribution Method: End User;  
OEM  
Number Installed: Under 100  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

### ANALOG & DIGITAL PERIPHERALS

E-Z-DISC 4  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure:  
10,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$1,100 with controller  
Distribution Method: End User;  
OEM  
Number Installed: Under 100  
Date First Installed: 1983

#### BERING INDUSTRIES, INC. BERING 2995

Disk Diameter: 8 in.  
Compatibility: HP  
Plug Compatibility: HP 9895  
Capacity: 2.4M bytes, Formatted  
Average Access Time: 174 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$4,990 with controller  
Distribution Method: End User;  
OEM  
Date First Installed: February 1982  
(See Vendor Profile Page V-4)

#### BERING INDUSTRIES, INC. BERING 3800

Disk Diameter: 8 in.  
Compatibility: HP 9000, 3000, 1000,  
98XX, 200, 100, 80  
Plug Compatibility: HP 9895A; HP  
913X  
Capacity: 1.2M bytes, Formatted  
Average Access Time: 174 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: HP-IB, IEEE-488  
Price: \$3,780 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: August 1983

#### CALDISK, INC. 143 M

Disk Diameter: 8 in.

# Floppy Disk Drives

1M to 3M Bytes

**Compatibility:** IBM 3740, 3600  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 6 msec  
**Mean Time Between Failure:** 77,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$610 without controller  
**Distribution Method:** End User; OEM  
**Number Installed:** More than 50,000  
**Date First Installed:** 1977  
*(See Vendor Profile Page V-5)*

## CANON U.S.A., INC.

**Model:** DD 221  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 100 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$213 without controller  
**Distribution Method:** OEM  
**Date First Installed:** December 1982  
*(See Vendor Profile Page V-5)*

## CANON U.S.A., INC.

**Model:** DD 423  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 2M bytes, Unformatted  
**Average Access Time:** 100 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Price:** \$307 without controller  
**Distribution Method:** OEM  
**Date First Installed:** December 1982

## CENTRAL DATA CORP.

**Model:** D2000  
**Disk Diameter:** 8 in.  
**Plug Compatibility:** Shugart SA 800; Shugart 850  
**Capacity:** 1M bytes, Formatted  
**Mean Time Between Failure:** 7,500 hrs.  
**Integral Controller:** No  
**Interface:** Multibus  
**Price:** \$2,800 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** January 1980  
*(See Vendor Profile Page V-6)*

## CGRS MICROTECH, INC.

**Model:** 877-2  
**Disk Diameter:** 8 in.  
**Compatibility:** Commodore CBM; Rockwell  
**Capacity:** 1M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$1,695 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1978  
*(See Vendor Profile Page V-6)*

## CGRS MICROTECH, INC.

**Model:** C877-2  
**Disk Diameter:** 8 in.  
**Compatibility:** Commodore 64  
**Capacity:** 1M bytes, Formatted  
**Average Access Time:** 30 msec

## Mean Time Between Failure:

**10**  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$1,695 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** April 1983

## C. ITOH ELECTRONICS

**Model:** YD-380-1714 (DUAL SPEED)  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1.6M bytes, Formatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-6)*

## C. ITOH ELECTRONICS

**Model:** YD-380T 5-1/4 INCH  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Mitsubishi  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$238 without controller  
**Distribution Method:** OEM  
**Date First Installed:** September 1982

## C. ITOH ELECTRONICS

**Model:** YD-640/645  
**Disk Diameter:** 3 1/2 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 95 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** July 1984

## COMARK CORP.

**Model:** MF 80DS5  
**Disk Diameter:** 8 in.  
**Compatibility:** Intel 2021  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Price:** \$3,295 without controller  
**Number Installed:** 100 - 500  
**Date First Installed:** August 1979  
*(See Vendor Profile Page V-7)*

## COMARK CORP.

**Model:** MF 85DS5  
**Disk Diameter:** 8 in.  
**Compatibility:** IBM  
**Capacity:** 2M bytes, Formatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Price:** \$3,495 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** August 1979

## COMARK CORP.

**Model:** MF 85DS5  
**Disk Diameter:** 8 in.

## Compatibility:

**IBM**  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Price:** \$2,995 without controller  
**Number Installed:** 500 - 1,000  
**Date First Installed:** August 1979

## COMPUFLO

**FLOPPY DISK SUBSYSTEM**  
**Disk Diameter:** 8 in.  
**Compatibility:** Compupuro S  
**Capacity:** 2.4M bytes, Formatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 13,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$238 without controller; \$3,295 to \$3,995 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** 1982  
*(See Vendor Profile Page V-7)*

## CONTROL DATA CORP.

**Model:** CDC 9406-4  
**Disk Diameter:** 8 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Number Installed:** 10,000 - 50,000  
*(See Vendor Profile Page V-8)*

## CONTROL DATA CORP.

**Model:** CDC 9409T  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 132 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$260 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** More than 50,000

## CONTROL DATA CORP.

**Model:** CDC 9429  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 95 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** 1983

## DATA TECHNOLOGY CORP.

**Model:** KODAK 3.3  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 3M bytes, Unformatted  
**Transfer Rate:** 500K bps  
**Average Access Time:** 160 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 8  
**Integral Controller:** Yes  
**Interface:** Shugart SA 400  
**Price:** \$495 without controller; \$695 with controller  
**Distribution Method:** OEM;

## Third-Party

**Number Installed:** 1,000 - 5,000  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-10)*

## DRIVES, INC.

**Model:** 5 1/4 IN. FULL-HEIGHT BARE DISK DRIVE  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC; TI 99/4A; TI Professional; Tandy TRS-80  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 75 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$260 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-12)*

## DRIVES, INC.

**Model:** 5 1/4 IN. HALF-HEIGHT BARE DISK DRIVE  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC; TI 99/4A; TI Professional; Tandy TRS-80  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 75 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$260 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** 1983

## DRIVES, INC.

**Model:** 8 IN. HALF-HEIGHT BARE DISK DRIVE  
**Disk Diameter:** 8 in.  
**Compatibility:** IBM PC; TI 99/4A; TI Professional; Tandy TRS-80  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$375 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** 1983

## DRIVES, INC.

**FLOPPY DISK SUBSYSTEM**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC; TI 99/4A; TI Professional; Tandy TRS-80  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 75 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$379 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** 1983

## DRIVES, INC.

**FLOPPY DISK TWO-DRIVE SUBSYSTEM**  
**Disk Diameter:** 5 1/4 in.

**Compatibility:** IBM PC; TI 99/4A; TI Professional; Tandy TRS-80  
**Capacity:** 2M bytes, Unformatted  
**Average Access Time:** 75 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$579 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** 1983

#### DRIVETEC, INC.

**SUPER MINI FLOPPY 320**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC; Apple II, III  
**Capacity:** 2.7M bytes, Formatted  
**Average Access Time:** 160 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** SA 400  
**Price:** \$495 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 4,000  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-12)*

#### ICON RESEARCH, INC.

**TERA-DRIVE 1MB**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** Apple II; Apple II+  
**Capacity:** 2M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$1,495 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-13)*

#### FORMAT CORP.

**96 DS 360-HALF HEIGHT**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** Apple; IBM PC  
**Capacity:** 1.6M bytes, Formatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$240 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-14)*

#### FORMAT CORP.

**96 DS-HALF HEIGHT**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** Apple PC; IBM PC  
**Capacity:** 1M bytes, Formatted  
**Average Access Time:** 94 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$210 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Date First Installed:** November 1983

#### GRECO SYSTEMS

**DU-56**  
**Disk Diameter:** 5 1/4 in.

**Compatibility:** DEC  
**Plug Compatibility:** DEC TU58  
**Capacity:** 1.6M bytes, Formatted  
**Average Access Time:** 200 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$1,700 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** Under 100  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-16)*

#### GRECO SYSTEMS

**FDS-200 MINIFILE**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 2.7M bytes, Formatted  
**Average Access Time:** 160 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Price:** \$3,000 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 400  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-16)*

#### HEATH CO.

**Z207-41**  
**Disk Diameter:** 8 in.  
**Compatibility:** Heath Z100  
**Capacity:** 1.2M bytes, Formatted  
**Average Access Time:** 90 msec  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$1,550 with controller  
**Distribution Method:** End User; Third-Party  
*(See Vendor Profile Page V-16)*

#### HEWLETT-PACKARD CO.

**9895A (DUAL)**  
**Disk Diameter:** 8 in.  
**Compatibility:** HP Series 80, Series 100, Series 200, 9825T  
**Capacity:** 2.3M bytes, Formatted  
**Average Access Time:** 179 msec  
**Mean Time Between Failure:** 4,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** HP-IB, IEEE-488  
**Price:** \$5,910 with controller  
**Distribution Method:** End User  
**Number Installed:** 10,000 - 50,000  
*(See Vendor Profile Page V-16)*

#### HEWLETT-PACKARD CO.

**9895A OPT. 010 (SINGLE)**  
**Disk Diameter:** 8 in.  
**Compatibility:** HP Series 80, Series 100, Series 200, 9825T  
**Capacity:** 1.1M bytes, Formatted  
**Average Access Time:** 179 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** HP-IB  
**Price:** \$4,580 with controller  
**Distribution Method:** End User  
**Number Installed:** 500 - 1,000

#### HI-TECH PERIPHERALS CORP.

**596-05**  
**Disk Diameter:** 5 1/4 in.

**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 3 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** MFM  
**Price:** \$190 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-16)*

#### HI-TECH PERIPHERALS CORP.

**596-10**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** MFM  
**Price:** \$200 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100

#### HI-TECH PERIPHERALS CORP.

**596-16**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Integral Controller:** No  
**Interface:** MFM  
**Price:** \$225 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** August 1983

#### HI-TECH PERIPHERALS CORP.

**596-80**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1.6M bytes, Formatted  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** MFM  
**Price:** \$195 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** July 1983

#### HONEYWELL, INC.

**DIU 9508**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** Honeywell DPS-6  
**Capacity:** 1M bytes, Formatted  
**Average Access Time:** 275 msec  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** Shugart SA 400  
**Price:** \$1,100 without controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** April 1982  
*(See Vendor Profile Page V-16)*

#### IBM

**4985**  
**Disk Diameter:** 8 in.  
**Compatibility:** IBM Series/1  
**Capacity:** 1.2M bytes, Formatted  
**Price:** \$6,635 without controller  
**Distribution Method:** End User  
*(See Vendor Profile Page V-17)*

#### INFOTEC

**FD985**  
**Disk Diameter:** 8 in.

**Compatibility:** HP 9885, 9831, 9835, 9845  
**Capacity:** 1M bytes, Unformatted  
**Transfer Rate:** 20K bps  
**Average Access Time:** 38 msec  
**Integral Controller:** No  
**Price:** \$3,450 without controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 100  
**Date First Installed:** September 1982  
*(See Vendor Profile Page V-18)*

#### INSTOR CORP.

**INSTOR/SMOR**  
**Disk Diameter:** 8 in.  
**Capacity:** 2.5M bytes, Formatted  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** RS-232C, PBX  
**Price:** \$3,500 to \$5,500 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** Under 100  
**Date First Installed:** January 1982  
*(See Vendor Profile Page V-18)*

#### INSTOR CORP.

**INSTOR/85**  
**Disk Diameter:** 8 in.  
**Capacity:** 2.5M bytes, Formatted  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** RS-232C  
**Price:** \$3,500 to \$5,500 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** Under 100  
**Date First Installed:** January 1983

#### LOBO SYSTEMS, INC.

**5202**  
**Disk Diameter:** 8 in.  
**Compatibility:** Apple II+  
**Capacity:** 2.4M bytes, Formatted  
**Average Access Time:** 91 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Shugart  
**Price:** \$1,925 with controller  
**Distribution Method:** End User  
**Number Installed:** 500 - 1,000  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-20)*

#### LOBO SYSTEMS, INC.

**5202**  
**Disk Diameter:** 8 in.  
**Compatibility:** Apple II+  
**Capacity:** 1.2M bytes, Formatted  
**Average Access Time:** 260 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Shugart  
**Price:** \$1,625 with controller  
**Number Installed:** 500 - 1,000  
**Date First Installed:** 1979

#### MICROPOLIS CORP.

**1115-VI**  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Shugart SA 460;

**Micropolis 1015-IV**  
Capacity: 1M bytes, Unformatted  
Average Access Time: 158 msec  
Mean Time Between Failure: 8,500 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: SA400  
Price: \$240 without controller  
Distribution Method: OEM; Third-Party  
(See Vendor Profile Page V-22)

**MICROPOLIS CORP.**  
1117-VI  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Unformatted  
Average Access Time: 160 msec  
Mean Time Between Failure: 8,500 hrs.  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$360 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: September 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M2894-63  
Disk Diameter: 8 in.  
Capacity: 1.6M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SA 800 Series  
Price: \$450 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-22)

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M2896-63  
Disk Diameter: 8 in.  
Capacity: 1.6M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 800 Series  
Price: \$450 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100,000  
Date First Installed: August 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M4852  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 460  
Price: \$260 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100,000  
Date First Installed: March 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M4853

Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 460  
Price: \$260 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: March 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M4854  
Disk Diameter: 5 1/4 in.  
Capacity: 1.6M bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 460  
Price: \$300 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 25,000  
Date First Installed: August 1982

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
M4855  
Disk Diameter: 5 1/4 in.  
Capacity: 2M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 460  
Price: \$320 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: March 1983

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
MF351  
Disk Diameter: 3 1/2 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 460  
Price: \$400 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1984

**MPI**  
42  
Disk Diameter: 8 in.  
Capacity: 1.6M bytes, Formatted  
Average Access Time: 177 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$300 without controller  
Distribution Method: Third-Party  
Number Installed: 30,000  
Date First Installed: October 1982  
(See Vendor Profile Page V-23)

**MPI**  
92  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted

Average Access Time: 120 msec  
Mean Time Between Failure: 9,200 hrs.

Integral Controller: No  
Interface: Ansi  
Price: \$200 to \$218 without controller  
Distribution Method: Third-Party  
Number Installed: 40,000  
Date First Installed: December 1980

**MPI**  
322  
Disk Diameter: 3 1/4 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$235 without controller  
Distribution Method: Third-Party  
Date First Installed: January 1984

**MPI**  
902  
Disk Diameter: 5 1/4 in.  
Capacity: 1M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$190 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: April 1983

**NCR CORP.**  
7646  
Disk Diameter: 8 in.  
Compatibility: VCR 9020, 9010  
Capacity: 1M bytes, Formatted  
Average Access Time: 96 msec  
Integral Controller: No  
Price: \$3,500 without controller  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-23)

**NEC INFORMATION SYSTEMS**  
FD1155  
Disk Diameter: 5 1/4 in.  
Capacity: 1.6M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 24,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Price: \$525 with controller  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

**NISSEI SANGYO AMERICA, LTD**  
FS 354  
Disk Diameter: 3 1/2 in.  
Capacity: 1M bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$160 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: June 1984

(See Vendor Profile Page V-24)

**NISSEI SANGYO AMERICA, LTD**  
FS 5000 SERIES  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 1M bytes, Unformatted  
Transfer Rate: 250K bps  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$300 without controller  
Distribution Method: OEM  
Date First Installed: January 1983

**PERSCI, INC.**  
277  
Disk Diameter: 8 in.  
Capacity: 1.5M bytes, Unformatted  
Mean Time Between Failure: 4,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: Yes  
Price: \$1,150 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1975  
(See Vendor Profile Page V-26)

**PERSCI, INC.**  
2998  
Disk Diameter: 8 in.  
Capacity: 1.3M bytes, Unformatted  
Average Access Time: 33 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Persci  
Price: \$1,685 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1975

**PERSCI, INC.**  
2998  
Disk Diameter: 8 in.  
Capacity: 3M bytes, Unformatted  
Mean Time Between Failure: 4,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: Yes  
Price: \$1,685 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1977

**PHILIPS PERIPHERALS, INC.**  
X3114  
Disk Diameter: 5 1/4 in.  
Compatibility: M P C  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 1.0M bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-26)

**PHILIPS PERIPHERALS, INC.**  
X3116  
Disk Diameter: 5 1/4 in.

**Plug Compatibility:** Shugart SA 850  
**Capacity:** 1.6M bytes, Unformatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi Floppy  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** October 1983

**PHILIPS PERIPHERALS, INC. X3118**  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Shugart SA 850  
**Capacity:** 2M bytes, Unformatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi Floppy  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** October 1983

**PHILIPS PERIPHERALS, INC. X3134**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC, PCjr  
**Capacity:** 1M bytes, Unformatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1983

**PHILIPS PERIPHERALS, INC. X3138**  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Shugart SA 850  
**Capacity:** 1.6M bytes, Unformatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi Floppy  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** October 1983

**QUALITY (FORMERLY: DATA SYSTEMS DESIGN) DSD 440**  
**Disk Diameter:** 8 in.  
**Compatibility:** DEC  
**Capacity:** 1M bytes, Formatted  
**Average Access Time:** 296 msec  
**Mean Time Between Failure:** 15,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** DMA  
**Price:** \$3,895 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 1,200  
**Date First Installed:** 1979  
*(See Vendor Profile Page V-28)*

**QUME CORP. QUMETRAK 242**  
**Disk Diameter:** 8 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 8,500 hrs.

**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi X3.80  
**Price:** \$415 without controller  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000  
*(See Vendor Profile Page V-28)*

**QUME CORP. QUMETRAK 592**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 95 msec  
**Mean Time Between Failure:** 8,800 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi X3.80  
**Price:** \$315 without controller  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000

**QUME CORP. QUMETRAK 842**  
**Disk Diameter:** 8 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 8,500 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Ansi X3.80  
**Price:** \$295 without controller  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000

**SHUGART CORP. 475**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$180 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1984  
*(See Vendor Profile Page V-31)*

**SHUGART CORP. SHUGART 350**  
**Disk Diameter:** 3 1/2 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 158 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** SCSI; SMD; ST-506  
**Distribution Method:** OEM

**SHUGART CORP. SHUGART 465**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 94 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Distribution Method:** OEM  
**Date First Installed:** October 1982

**SONY COMMUNICATIONS PRODUCTS CO. OA-D32W**  
**Disk Diameter:** 3 1/2 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 350 msec  
**Mean Time Between Failure:** 8,000 hrs.

**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Sony  
**Price:** \$300 without controller  
**Distribution Method:** OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** October 1983  
*(See Vendor Profile Page V-32)*

**SONY COMMUNICATIONS PRODUCTS CO. OA-D33W**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1.0M bytes, Unformatted  
**Average Access Time:** 350 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$300 without controller  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1984

**TABOR CORP. TC 1000**  
**Disk Diameter:** 3 1/4 in.  
**Capacity:** 1.0M bytes, Formatted  
**Average Access Time:** 175 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Price:** \$295 without controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-33)*

**TANDON CORP. TM55**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-33)*

**TANDON CORP. TM100-4**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 9 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000  
**Date First Installed:** June 1976

**TANDON CORP. TM101-4**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000  
**Date First Installed:** June 1976

**TANDON CORP. TM80-8**  
**Disk Diameter:** 8 in.  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec

**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** April 1981

**TEAC CORP. OF AMERICA FD55-F**  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Shugart  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 94 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** 34 Pin Connect  
**Price:** \$250 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** More than 50,000  
**Date First Installed:** September 1982  
*(See Vendor Profile Page V-34)*

**TEAC CORP. OF AMERICA FD55-D**  
**Disk Diameter:** 5 1/4 in.  
**Plug Compatibility:** Shugart  
**Capacity:** 1.6M bytes, Unformatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** 34 Pin Connect  
**Price:** \$300 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** June 1983

**VR DATA CORP. TANDON 100-1**  
**Disk Diameter:** 5 1/4 in.  
**Compatibility:** IBM PC; Tandy TRS 80/II, TRS 80/III, TRS 80/IV  
**Capacity:** 1.0M bytes, Formatted  
**Average Access Time:** 75 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Price:** \$250 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** 1981  
*(See Vendor Profile Page V-36)*

**WORLD STORAGE TECHNOLOGY FDD221-S**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 94 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Interface:** Ansi X319.2  
**Price:** \$550 without controller  
**Distribution Method:** OEM  
**Number Installed:** 40,000  
**Date First Installed:** November 1981  
*(See Vendor Profile Page V-37)*

**WORLD STORAGE TECHNOLOGY FDD222-S**  
**Disk Diameter:** 5 1/4 in.  
**Capacity:** 1M bytes, Unformatted  
**Average Access Time:** 94 msec

# Floppy Disk Drives

1M to 3M Bytes • 512K to 999K Bytes

Distribution Method: OEM  
Date First Installed: June 1984

## ZENITH DATA SYSTEMS

**ZENITH Z-207-41**  
Disk Diameter: 8 in.  
Compatibility: Zenith Z-100  
Plug Compatibility: IBM 3740  
Capacity: 1.3M bytes, Unformatted  
Average Access Time: 90 msec  
Integral Controller: No  
Interface: Zenith S232  
Price: \$1,599 without controller  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: April 1983  
(See Vendor Profile Page V-37)

## ZENITH DATA SYSTEMS

**ZENITH Z-207-42**  
Disk Diameter: 8 in.  
Compatibility: Zenith Z-100  
Plug Compatibility: IBM 3740  
Capacity: 1.3M bytes, Unformatted  
Average Access Time: 90 msec  
Integral Controller: No  
Interface: Zenith S232  
Price: \$2,299 without controller  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: April 1983

## 512K- to 999K-Byte Capacity

## CALDISK, INC.

**142 M**  
Disk Diameter: 8 in.  
Capacity: 802K bytes, Unformatted  
Average Access Time: 6 msec  
Mean Time Between Failure: 77,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$550 without controller  
Distribution Method: End User;  
OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1974  
(See Vendor Profile Page V-5)

## CALDISK, INC.

**143 M1**  
Disk Diameter: 8 in.  
Compatibility: IBM 3740  
Capacity: 802K bytes, Unformatted  
Average Access Time: 6 msec  
Mean Time Between Failure: 77,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$510 without controller  
Distribution Method: End User;  
OEM  
Number Installed: More than 50,000  
Date First Installed: 1977

## CALDISK, INC.

**843 D**  
Disk Diameter: 8 in.  
Compatibility: DEC PDP-8, PDP-11, LSI-11  
Plug Compatibility: DEC RX01; DEC RX02

Capacity: 802K bytes, Unformatted  
Average Access Time: 6 msec  
Mean Time Between Failure: 77,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$495 without controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000  
Date First Installed: 1974

## CGRS MICROTECH, INC.

**340-2**  
Disk Diameter: 3½ in.  
Compatibility: Commodore CBM; Rockwell  
Capacity: 592K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$895 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: June 1978  
(See Vendor Profile Page V-6)

## CGRS MICROTECH, INC.

**540-2**  
Disk Diameter: 5¼ in.  
Compatibility: Commodore CBM; Rockwell  
Capacity: 592K bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$895 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: June 1978

## CONTROL DATA CORP.

**CDC 9404B**  
Disk Diameter: 8 in.  
Capacity: 800K bytes, Unformatted  
Average Access Time: 275 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-6)

## DATAMAX

**DATAMAX DFD-1**  
Disk Diameter: 5¼ in.  
Capacity: 572K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: Apple GCR  
Price: \$659 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-22)

## DICTAPHONE CORP.

**8440**  
Disk Diameter: 5¼ in.  
Compatibility: Dictaphone  
Capacity: 982K bytes, Formatted

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Distribution Method: End User  
Number Installed: Under 100  
(See Vendor Profile Page V-11)

## DIGITAL EQUIPMENT CORP.

**DEC RX50**  
Disk Diameter: 5¼ in.  
Compatibility: DEC Decmate I, Rainbow 10, Professional, Micro PDP  
Capacity: 800K bytes, Unformatted  
Average Access Time: 164 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$995 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-11)

## HEWLETT-PACKARD CO.

**9121D (DUAL)**  
Disk Diameter: 3½ in.  
Compatibility: HP Series 80, Series 100, Series 200, 1000  
Capacity: 540K bytes, Formatted  
Average Access Time: 415 msec  
Mean Time Between Failure: 20,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: HP-IB  
Price: \$1,775 with controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

**82901M (DUAL)**  
Disk Diameter: 5¼ in.  
Compatibility: HP Series 80, Series 100, Series 200  
Capacity: 540K bytes, Formatted  
Mean Time Between Failure: 8 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: HP-IB  
Price: \$2,230 with controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

## MICRO-SCI

**A-143**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II  
Plug Compatibility: Apple Disk II  
Capacity: 572K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: Apple GCR  
Price: \$659 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-22)

## MICRO-SCI

**PRO-140**  
Disk Diameter: 5¼ in.  
Compatibility: Commodore 64  
Plug Compatibility: Commodore  
Capacity: 572K bytes, Formatted

Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Parallel  
Price: \$659 without controller; \$788 with controller  
Distribution Method: Third-Party  
Date First Installed: September 1983

## MP1

**41**  
Disk Diameter: 8 in.  
Capacity: 800K bytes, Formatted  
Average Access Time: 177 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$250 to \$295 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-23)

## PERSONAL MICRO

**COMPUTERS, INC. FDD 422**  
Disk Diameter: 5¼ in.  
Capacity: 800K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Price: \$795 without controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1983  
(See Vendor Profile Page V-26)

## RANA SYSTEMS

**ELITE THREE**  
Disk Diameter: 5¼ in.  
Plug Compatibility: Apple Disk; Franklin USCI  
Capacity: 652K bytes, Unformatted  
Average Access Time: 150 msec  
Mean Time Between Failure: 9,200 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$649 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: February 1982  
(See Vendor Profile Page V-30)

## SONY COMMUNICATIONS

**PRODUCTS CO. SMI-7012A**  
Disk Diameter: 3½ in.  
Capacity: 560K bytes, Formatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$450 without controller; \$1,100 with controller  
Distribution Method: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-32)

**STANDUN CONTROLS, INC.**  
(S.C.I.)

**MICRO-SCI-A143**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II  
Capacity: 572K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs.  
Interface: Apple GCR  
Price: \$659 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-32)

**TANDON CORP.**

**TM35**  
Disk Diameter: 5¼ in.  
Capacity: 875K bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs.  
Distribution Method: OEM  
Date First Installed: March 1983  
(See Vendor Profile Page V-33)

**TANDON CORP.**

**TM848-1**  
Disk Diameter: 8 in.  
Capacity: 800K bytes, Unformatted  
Average Access Time: 91 msec  
Mean Time Between Failure: 10,000 hrs.  
Distribution Method: OEM  
Date First Installed: April 1981

**TRAK MICROCOMPUTER CORP.**

**PC-2**  
Disk Diameter: 5¼ in.  
Compatibility: IBM PC  
Capacity: 720K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Interface: Ansi  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-35)

**WESTERN TELEMARK, INC.**

**MINI MATE-II-816K**  
Disk Diameter: 5¼ in.  
Capacity: 816K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs.  
Integral Controller: Yes  
Interface: RS-232  
Price: \$1,995 with controller  
Distribution Method: End User, OEM, Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: April 1982  
(See Vendor Profile Page V-37)

**Capacities Under  
512K Bytes****AEROCOMP, INC.**  
**40 TRACK DOUBLE-SIDED  
COMPLETE**

Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$279 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000  
(See Vendor Profile Page V-1)

**AEROCOMP, INC.**

**40 TRACK SINGLE SIDED FLIPPY**  
Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 125K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$239 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.**

**40 TRACK SINGLE SIDED  
COMPLETE**  
Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 125K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$199 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.**

**80 TRACK FLIPPY**  
Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$239 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.**

**80 TRACK DOUBLE SIDED**  
Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$379 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**AEROCOMP, INC.**

**80 TRACK SINGLE SIDED  
COMPLETE**  
Disk Diameter: 5¼ in.  
Compatibility: Tandy TRS-80; IBM PC; TI 99-4A  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.

Integral Controller: No  
Price: \$299 without controller  
Distribution Method: End User  
Number Installed: 10,000 - 50,000

**ALCO TECHNOLOGY, INC.**

**FDD-810**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II  
Capacity: 320K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$130 without controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-1)

**AMDEK**

**AMDISK I**  
Disk Diameter: 3 in.  
Compatibility: Apple II  
Capacity: 143K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$299 without controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-2)

**AMDEK**

**AMDISK III**  
Disk Diameter: 3 in.  
Compatibility: IBM PC; Tandy Color Computer  
Capacity: 500K bytes, Unformatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 8,000 hrs.

**AMDEK**

**AMDISK V**  
Disk Diameter: 5¼ in.  
Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Average Access Time: 82 msec  
Mean Time Between Failure: 8,000 hrs.

**AMDEK**

**AMDISK V**  
Disk Diameter: 5¼ in.  
Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Average Access Time: 82 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 450  
Price: \$499 without controller  
Distribution Method: OEM, Third-Party  
Number Installed: 10,000  
Date First Installed: June 1983

**AMERICAN MITAC CORP.**

**MATE I**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II, II+, IIe  
Plus Compatibility: Apple Disk II  
Capacity: 256K bytes, Unformatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 8,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$529 without controller; \$629 with controller

Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1982  
(See Vendor Profile Page V-2)

**ANALOG & DIGITAL**

**PERIPHERALS**  
**E-Z-DISC 1**  
Disk Diameter: 5¼ in.  
Capacity: 250K bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$850 with controller  
Distribution Method: End User, OEM  
Number Installed: 100 - 500  
Date First Installed: 1983  
(See Vendor Profile Page V-3)

**ANALOG & DIGITAL**

**PERIPHERALS**  
**E-Z DISC 2**  
Disk Diameter: 5¼ in.  
Capacity: 500K bytes, Formatted  
Average Access Time: 2 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: RS-232, RS-422  
Price: \$950 with controller  
Distribution Method: End User, OEM  
Number Installed: Under 100  
Date First Installed: 1983

**APPLE COMPUTER, INC.**

**DISK II**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II  
Capacity: 140K bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: Apple  
Distribution Method: Third-Party  
Number Installed: More than 50,000  
(See Vendor Profile Page V-3)

**APPLE COMPUTER, INC.**

**DISK III**  
Disk Diameter: 5¼ in.  
Compatibility: Apple II  
Capacity: 140K bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Apple  
Distribution Method: Third-Party  
Number Installed: More than 50,000

**ATARI, INC.**

**1050**  
Disk Diameter: 5¼ in.  
Compatibility: Atari  
Capacity: 88K bytes, Formatted  
Average Access Time: 25 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Atari SIO  
Price: \$450 with controller

# Floppy Disk Drives

Under 512K Bytes

**Distribution Method:** Third-Party  
**Date First Installed:** May 1983  
(See Vendor Profile Page V-3)

## CGRS MICROTECH, INC.

**340-1**  
**Disk Diameter:** 3½ in.  
**Compatibility:** Commodore CBM; Rockwell  
**Capacity:** 296K bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$595 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1978  
(See Vendor Profile Page V-6)

## CGRS MICROTECH, INC.

**540-1**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Commodore CBM; Rockwell  
**Capacity:** 296K bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$595 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1978

## CGRS MICROTECH, INC.

**877-1**  
**Disk Diameter:** 8 in.  
**Compatibility:** Commodore CBM; Rockwell  
**Capacity:** 512K bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$1,095 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1978

## CGRS MICROTECH, INC.

**C877-1**  
**Disk Diameter:** 8 in.  
**Compatibility:** Commodore 64  
**Capacity:** 512K bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$1,095 without controller  
**Distribution Method:** OEM  
**Number Installed:** Under 100  
**Date First Installed:** April 1983

## C. ITOH ELECTRONICS

**YD-620/625**  
**Disk Diameter:** 3½ in.  
**Capacity:** 500K bytes, Unformatted  
**Average Access Time:** 96 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No

**Distribution Method:** OEM  
**Date First Installed:** July 1984  
(See Vendor Profile Page V-6)

## COLECO INDUSTRIES, INC.

**ADAM DISK DRIVE**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Coleco Adam  
**Capacity:** 160K bytes, Formatted  
**Average Access Time:** 272 msec  
**Mean Time Between Failure:** 9,200 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$250 with controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** August 1984  
(See Vendor Profile Page V-7)

## COMMODORE BUSINESS MACHINES, INC.

**C1541**  
**Disk Diameter:** 5¼ in.  
**Capacity:** 170K bytes, Formatted  
(See Vendor Profile Page V-7)

## COMREX INTERNATIONAL

**COMDRIVE CR-1000**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II  
**Capacity:** 160K bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$599 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** 1983  
(See Vendor Profile Page V-8)

## CONTROL DATA CORP.

**CDC 9408**  
**Disk Diameter:** 5¼ in.  
**Capacity:** 250K bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$160 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** More than 50,000  
(See Vendor Profile Page V-8)

## CONTROL DATA CORP.

**CDC 9409**  
**Disk Diameter:** 5¼ in.  
**Capacity:** 500K bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Distribution Method:** OEM

## CONTROL DATA CORP.

**CDC 9428**  
**Disk Diameter:** 5¼ in.  
**Capacity:** 500K bytes, Unformatted  
**Average Access Time:** 81 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$150 without controller  
**Distribution Method:** OEM

**Date First Installed:** 1983

## CROMEMCO, INC.

**DDP**  
**Disk Diameter:** 5¼ in.  
**Capacity:** 390K bytes, Formatted  
**Average Access Time:** 150 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Price:** \$1,295 without controller; \$2,135 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1981  
(See Vendor Profile Page V-9)

## DICTAPHONE CORP.

**6430**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Dictaphone  
**Capacity:** 237K bytes, Formatted  
**Mean Time Between Failure:** 4,368 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Distribution Method:** End User  
**Number Installed:** Under 100  
(See Vendor Profile Page V-11)

## EPSON AMERICA, INC.

**PORTABLE DISK DRIVE**  
**Disk Diameter:** 3½ in.  
**Compatibility:** Epson PX/8  
**Capacity:** 320K bytes, Unformatted  
**Price:** \$599 with controller  
**Date First Installed:** July 1984  
(See Vendor Profile Page V-14)

## FALCON TECHNOLOGY

**JR EXTENDER**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PCjr  
**Capacity:** 360K bytes, Formatted  
**Price:** \$845 with controller  
**Date First Installed:** June 1984  
(See Vendor Profile Page V-14)

## FORMAT CORP.

**48 SS-HALF HEIGHT**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple  
**Capacity:** 143K bytes, Formatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Price:** \$175 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Date First Installed:** November 1983  
(See Vendor Profile Page V-14)

## FOURTH DIMENSION SYSTEMS

**FDS-40A**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II; Apple II+;  
Apple IIe  
**Capacity:** 288K bytes, Unformatted  
**Average Access Time:** 298 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Price:** \$205 without controller  
**Distribution Method:** OEM  
**Number Installed:** 10,000 - 50,000  
(See Vendor Profile Page V-14)

## FOURTH DIMENSION SYSTEMS

**FDS-40AWC**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II, Apple II+, Apple IIe  
**Capacity:** 160K bytes, Unformatted  
**Average Access Time:** 72 msec  
**Mean Time Between Failure:** 8,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Price:** \$280 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** February 1982

## FOURTH DIMENSION SYSTEMS

**FDS-42 AWC**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II, Apple IIe, Apple II+  
**Capacity:** 160K bytes, Unformatted  
**Average Access Time:** 72 msec  
**Mean Time Between Failure:** 8,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Price:** \$280 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** August 1984

## FOURTH DIMENSION SYSTEMS

**S111-5**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PC; Zenith; Tandy  
**Capacity:** 360K bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Price:** \$185 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** September 1983

## FOURTH DIMENSION SYSTEMS

**S211-5**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PC; Zenith; Tandy  
**Capacity:** 360K bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Price:** \$235 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** September 1983

## FRANKLIN COMPUTER CORP.

**ACE 10**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Franklin; Apple II  
**Capacity:** 143K bytes, Formatted  
**Average Access Time:** 18 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** Controller Card  
**Price:** \$399 without controller

**Distribution Method:** End User  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** April 1982  
*(See Vendor Profile Page V-15)*

#### GRECO SYSTEMS

**FDS-800 MINIFILE**  
**Disk Diameter:** 8 in.  
**Capacity:** 256K bytes, Formatted  
**Average Access Time:** 91 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$3,500 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-16)*

#### HEWLETT-PACKARD CO.

**9121S (SINGLE)**  
**Disk Diameter:** 3½ in.  
**Compatibility:** HP Series 80, Series 100, Series 200, 1000  
**Capacity:** 270K bytes, Formatted  
**Average Access Time:** 415 msec  
**Mean Time Between Failure:** 24,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** HP-IB, IEEE-488  
**Price:** \$1,200 with controller  
**Distribution Method:** End User  
**Number Installed:** 10,000 - 50,000  
*(See Vendor Profile Page V-16)*

#### HEWLETT-PACKARD CO.

**9130A**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** HP 86  
**Capacity:** 270K bytes, Formatted  
**Average Access Time:** 187 msec  
**Mean Time Between Failure:** 24,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Price:** \$860 without controller  
**Distribution Method:** End User  
**Number Installed:** 1,000 - 5,000

#### HEWLETT-PACKARD CO.

**82902M (SINGLE)**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** HP Series 80, Series 100, Series 200  
**Capacity:** 270K bytes, Formatted  
**Average Access Time:** 187 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** HP-IB  
**Price:** \$1,520 with controller  
**Distribution Method:** End User  
**Number Installed:** 1,000 - 5,000

#### HI-TECH PERIPHERALS CORP.

**548-25**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PC  
**Capacity:** 256K bytes, Unformatted  
**Average Access Time:** 6 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** GCR  
**Price:** \$150 without controller

**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** May 1983  
*(See Vendor Profile Page V-16)*

#### HI-TECH PERIPHERALS CORP.

**548-50**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PC  
**Capacity:** 512K bytes, Unformatted  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** GCR  
**Price:** \$175 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1983

#### HI-TECH PERIPHERALS CORP.

**548-8**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple  
**Capacity:** 256K bytes, Unformatted  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** GCR  
**Price:** \$150 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** February 1983

#### IBM

**320KB**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PC  
**Capacity:** 320K bytes, Unformatted  
**Price:** \$650 without controller  
**Distribution Method:** End User  
**Date First Installed:** January 1982  
*(See Vendor Profile Page V-17)*

#### IBM

**PCJR DISKETTE DRIVE**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** IBM PCjr  
**Capacity:** 360K bytes, Formatted  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 1  
**Price:** \$480 without controller  
**Distribution Method:** Third-Party  
**Date First Installed:** 1983

#### INNOTRONICS CORP.

**INNOTRONICS MODEL 410**  
**Disk Diameter:** 8 in.  
**Plug Compatibility:** IBM 3740  
**Capacity:** 512K bytes, Formatted  
**Mean Time Between Failure:** 20,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ANSI 1226  
**Price:** \$700 without controller;  
 \$1,700 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** July 1974  
*(See Vendor Profile Page V-18)*

#### MICROPOLIS CORP.

**1115-II**  
**Disk Diameter:** 5¼ in.

**Plug Compatibility:** Micropolis 1015-II; Tandon TM100-3M  
**Capacity:** 480K bytes, Unformatted  
**Average Access Time:** 152 msec  
**Mean Time Between Failure:** 8,500 hrs.

**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Shugart SA 400  
**Price:** \$199 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 250,000  
*(See Vendor Profile Page V-22)*

#### MICROPOLIS CORP.

**1115-V**  
**Disk Diameter:** 5¼ in.  
**Plug Compatibility:** Shugart SA 410; Micropolis 1015-V  
**Capacity:** 500K bytes, Unformatted  
**Average Access Time:** 158 msec  
**Mean Time Between Failure:** 8,500 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Shugart SA 400  
**Price:** \$199 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 250,000

#### MICRO-SCI

**A-2**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II, II+, IIe  
**Plug Compatibility:** Apple Disk II  
**Capacity:** 143K bytes, Formatted  
**Average Access Time:** 18 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Apple GCR  
**Price:** \$345 without controller; \$445 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 40,000  
**Date First Installed:** December 1981  
*(See Vendor Profile Page V-22)*

#### MICRO-SCI

**A-3**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple III  
**Plug Compatibility:** Apple Disk III  
**Capacity:** 143K bytes, Formatted  
**Average Access Time:** 18 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 3  
**Integral Controller:** No  
**Interface:** Apple GCR  
**Price:** \$375 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000  
**Date First Installed:** June 1982

#### MICRO-SCI

**A-40**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II, II+, IIe  
**Plug Compatibility:** Apple Disk II  
**Capacity:** 164K bytes, Formatted  
**Average Access Time:** 5 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes

**Interface:** Apple GCR  
**Price:** \$379 without controller; \$479 with controller  
**Number Installed:** 5,000  
**Date First Installed:** January 1981

#### MICRO-SCI

**A-70**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II, II+, IIe  
**Plug Compatibility:** Apple Disk II  
**Capacity:** 256K bytes, Formatted  
**Average Access Time:** 5 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Apple GCR  
**Price:** \$529 without controller; \$629 with controller  
**Number Installed:** 5,000  
**Date First Installed:** January 1981

#### MICRO-SCI

**A-73**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple III  
**Plug Compatibility:** Apple Disk III  
**Capacity:** 286K bytes, Formatted  
**Average Access Time:** 5 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 3  
**Integral Controller:** No  
**Interface:** Apple GCR  
**Price:** \$529 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000  
**Date First Installed:** June 1982

#### MICRO-SCI

**A-82**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Apple II  
**Capacity:** 230K bytes, Formatted  
**Average Access Time:** 5 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Apple GCR  
**Price:** \$569 without controller; \$669 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** June 1983

#### MICRO-SCI

**PRO-40**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Commodore 64  
**Plug Compatibility:** Commodore  
**Capacity:** 164K bytes, Formatted  
**Average Access Time:** 18 msec  
**Mean Time Between Failure:** 9,500 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Parallel  
**Price:** \$299 without controller; \$428 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** September 1983

#### MICRO-SCI

**PRO-70**  
**Disk Diameter:** 5¼ in.  
**Compatibility:** Commodore 64  
**Plug Compatibility:** Commodore

# Floppy Disk Drives

Under 512K Bytes

Capacity: 286K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Parallel  
Price: \$529 without controller; \$658 with controller  
Date First Installed: September 1983

## MIDWEST SCIENTIFIC INSTRUMENTS, INC.

FD-8  
Disk Diameter: 8 in.  
Compatibility: MSI 6800  
Plug Compatibility: CDC 9404; Shugart SA 801  
Capacity: 256K bytes, Unformatted  
Average Access Time: 8 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: FD8  
Price: \$2,000 without controller  
Distribution Method: End User  
Number Installed: 5,000  
Date First Installed: January 1976  
(See Vendor Profile Page V-22)

## MITSUBA CORP.

JA-551-2  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Price: \$209 without controller  
Distribution Method: Third-Party  
Number Installed: More than 50,000  
(See Vendor Profile Page V-22)

## MITSUBISHI ELECTRONICS AMERICA, INC.

M4851  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 103 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart SA-460  
Price: \$240 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: March 1983  
(See Vendor Profile Page V-22)

## MITSUBISHI ELECTRONICS AMERICA, INC.

MF 353  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Price: \$350 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: October 1983

## MITSUBISHI ELECTRONICS AMERICA, INC.

MF 353L  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted

Average Access Time: 94 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Price: \$350 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: July 1984

## MP1

S1  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$150 to \$348 without controller  
Distribution Method: Third-Party  
Number Installed: 400,000  
Date First Installed: October 1978  
(See Vendor Profile Page V-23)

## MP1

S2  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$176 without controller  
Distribution Method: Third-Party  
Number Installed: 400,000  
Date First Installed: 1979

## MP1

91  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$176 to \$190 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000  
Date First Installed: June 1980

## MP1

302  
Disk Diameter: 3 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 55 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$150 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: January 1983

## MP1

321  
Disk Diameter: 3 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$153 without controller  
Distribution Method: Third-Party

Number Installed: 100 - 500  
Date First Installed: January 1984

## MP1

501  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Ansi  
Price: \$109 to \$245 without controller  
Distribution Method: Third-Party  
Number Installed: 60,000  
Date First Installed: October 1982

## MP1

502  
Disk Diameter: 5 1/4 in.  
Capacity: 512K bytes, Formatted  
Average Access Time: 83 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Ansi  
Price: \$145 without controller  
Distribution Method: Third-Party  
Number Installed: 20,000  
Date First Installed: March 1983

## MYARC, INC.

MPES/50  
Disk Diameter: 5 1/4 in.  
Compatibility: TI 99/4A  
Capacity: 328K bytes, Formatted  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$595 with controller  
Distribution Method: End User; Third-Party  
Date First Installed: May 1984  
(See Vendor Profile Page V-23)

## NISSEI SANGYO AMERICA, LTD.

FB 352  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Shugart SA 400  
Price: \$130 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: June 1984  
(See Vendor Profile Page V-24)

## PERCOM DATA CORP.

AT-88 SIPD  
Disk Diameter: 5 1/4 in.  
Compatibility: Atari 600, 800, 1200, XL Series  
Capacity: 176K bytes, Formatted  
Average Access Time: 340 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Atari Bus  
Price: \$419 with controller  
Distribution Method: OEM; Third-Party  
(See Vendor Profile Page V-26)

## PERSONAL MICRO COMPUTERS, INC.

FDD-420

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 500K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Shugart  
Price: \$265 without controller  
Distribution Method: OEM  
Date First Installed: March 1983  
(See Vendor Profile Page V-26)

## PERSONAL MICRO COMPUTERS, INC.

FDD 421  
Disk Diameter: 5 1/4 in.  
Capacity: 400K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Sasi  
Price: \$595 without controller  
Distribution Method: End User; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1983

## PHILIPS PERIPHERALS, INC.

X3111  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 250K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-26)

## PHILIPS PERIPHERALS, INC.

X3112  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: January 1980

## PHILIPS PERIPHERALS, INC.

X3113  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Plug Compatibility: Shugart SA 400, SA 450  
Capacity: 500K bytes, Unformatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1980

**PHILIPS PERIPHERALS, INC.**

**X3131**  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Plug Compatibility: Shugart SA 455, SA 465  
Capacity: 250K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Ansi  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1983

**PHILIPS PERIPHERALS, INC.**

**X3132**  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Capacity: 500K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Interface: Ansi  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1983

**PHILIPS PERIPHERALS, INC.**

**X3133**  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, PCjr  
Capacity: 500K bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Interface: Ansi  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1983

**QUENTIN RESEARCH, INC.**

**AP-100**  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe  
Capacity: 160K bytes, Formatted  
Average Access Time: 298 msec  
Mean Time Between Failure: 8,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple  
Price: \$295 without controller; \$400 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: June 1982  
(See Vendor Profile Page V-28)

**QUME CORP.**

**QUMETRAX 142**  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 160 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Ansi X3.80  
Price: \$185 without controller  
Distribution Method: OEM  
Number Installed: More than 20,000  
(See Vendor Profile Page V-28)

**QUME CORP.**

**QUMETRAX 542**  
Disk Diameter: 5 1/4 in.

Capacity: 500K bytes, Unformatted  
Average Access Time: 241 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Ansi X3.80  
Price: \$210 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000

**RAMA SYSTEMS**

**ELITE ONE**  
Disk Diameter: 5 1/4 in.  
Compatibility: Franklin  
Plug Compatibility: Apple  
Capacity: 163K bytes, Unformatted  
Average Access Time: 84 msec  
Mean Time Between Failure: 9,200 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$349 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-30)

**RAMA SYSTEMS**

**ELITE TWO**  
Disk Diameter: 5 1/4 in.  
Plug Compatibility: Apple Disk; Franklin USCI  
Capacity: 328K bytes, Unformatted  
Average Access Time: 84 msec  
Mean Time Between Failure: 9,200 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$549 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: December 1982

**R-G-B DESIGNS, INC.**

**MINI TAUR**  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, IIe, II+, IIc  
Capacity: 160K bytes, Formatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,000 hrs.  
Price: \$250 without controller  
Distribution Method: Third-Party  
Date First Installed: October 1982  
(See Vendor Profile Page V-30)

**R-G-B DESIGNS, INC.**

**MINI TAUR II**  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II+, IIe, IIc  
Capacity: 163K bytes, Formatted  
Average Access Time: 180 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple  
Price: \$300 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: February 1983

**R-G-B DESIGNS, INC.**

**SHUGART SA 455**  
Disk Diameter: 5 1/4 in.

Compatibility: IBM PC  
Capacity: 500K bytes, Unformatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Price: \$325 without controller  
Distribution Method: Third-Party  
Date First Installed: March 1983

**SHUGART**

**SHUGART 300**  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 158 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SCSI; SMD; ST-506; Tridant  
Distribution Method: OEM  
Date First Installed: February 1983  
(See Vendor Profile Page V-31)

**SHUGART**

**SHUGART 400L**  
Disk Diameter: 5 1/4 in.  
Capacity: 250K bytes, Unformatted  
Average Access Time: 250 msec  
Mean Time Between Failure: 8,000 hrs.  
Distribution Method: OEM

**SHUGART**

**SHUGART 455**  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Distribution Method: OEM  
Date First Installed: October 1982

**SONY COMMUNICATIONS**

**PRODUCTS CO.**  
**OA-D31V**  
Disk Diameter: 3 1/2 in.  
Capacity: 437K bytes, Unformatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: Sony  
Price: \$250 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: November 1981  
(See Vendor Profile Page V-32)

**SONY COMMUNICATIONS**

**PRODUCTS CO.**  
**OA-D32V**  
Disk Diameter: 3 1/2 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: Sony  
Price: \$250 to \$340 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: May 1983

**SONY COMMUNICATIONS**

**PRODUCTS CO.**  
**OA-D33V**

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 350 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$250 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1983

**SONY COMMUNICATIONS**

**PRODUCTS CO.**  
**SMI-7011A**  
Disk Diameter: 3 1/2 in.  
Compatibility: Sony SMC 70  
Capacity: 280K bytes, Formatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Price: \$450 without controller; \$650 with controller  
Distribution Method: Third-Party  
Date First Installed: October 1982

**SONY COMMUNICATIONS**

**PRODUCTS CO.**  
**SMI-7013A**  
Disk Diameter: 3 1/2 in.  
Capacity: 280K bytes, Formatted  
Average Access Time: 365 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$450 without controller; \$775 with controller  
Distribution Method: Third-Party  
Date First Installed: October 1982

**STANDUN CONTROLS, INC.**

**(S.C.I.)**  
**MICRO-SCI-A2**  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIe; Franklin Ace  
Plug Compatibility: Apple Disk II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GCR  
Price: \$345 without controller; \$445 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-32)

**STANDUN CONTROLS, INC.**

**(S.C.I.)**  
**MICRO-SCI-A3**  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple III  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs.  
Integral Controller: No  
Interface: Apple GCR  
Price: \$379 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000

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## COMPUTERWORLD

THE NEWSWEEKLY FOR THE COMPUTER COMMUNITY

Date First Installed: April 1982

# **STANDUN CONTROLS, INC.** (S.C.I.)

## **MICRO-SCI-A73**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II  
Capacity: 286K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 9,500 hrs.

Integral Controller: No  
Interface: Apple GCR  
Price: \$529 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1982

# **STANDUN CONTROLS, INC.** (S.C.I.)

## **MICRO-SCL-XL**

Disk Diameter: 5 1/4 in.  
Compatibility: Apple II, II+, IIc, Franklin Ace  
Plug Compatibility: Apple Disk II  
Capacity: 143K bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure: 9,500 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Apple GCR  
Price: \$345 without controller; \$445 with controller  
Distribution Method: OEM; Third-Party

## **TABOR CORP.**

### **TC 500**

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 175 msec  
Mean Time Between Failure: 12,000 hrs.

Integral Controller: No  
Interface: 5 1/4 in.  
Price: \$225 without controller  
Distribution Method: End User; Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-33)

## **TANDON CORP.**

### **T100-2**

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 8,000 hrs.

Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1976  
(See Vendor Profile Page V-33)

## **TANDON CORP.**

### **TM50**

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 287 msec  
Mean Time Between Failure: 8,000 hrs.

Distribution Method: OEM  
Date First Installed: March 1983

## **TANDON CORP.**

### **TM100-1**

Disk Diameter: 5 1/4 in.

Capacity: 250K bytes.

Unformatted

Average Access Time: 25 msec  
Mean Time Between Failure: 8,000 hrs.

Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1976

## **TANDON CORP.**

### **TM100-3**

Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 90 msec  
Mean Time Between Failure: 8,000 hrs.

Integral Controller: No  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1976

## **TANDY CORP.**

### **TRS-80 2611-64**

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart SA 400  
Capacity: 186K bytes, Formatted  
Average Access Time: 200 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$449 without controller  
Distribution Method: End User  
Number Installed: More than 50,000  
Date First Installed: July 1981  
(See Vendor Profile Page V-33)

## **TEAC CORP. OF AMERICA**

### **FD-30**

Disk Diameter: 3 in.  
Capacity: 500K bytes, Shugart  
Capacity: 500K bytes, Unformatted  
Average Access Time: 171 msec  
Mean Time Between Failure: 80,000 hrs.

Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$150 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: November 1983  
(See Vendor Profile Page V-34)

## **TEAC CORP. OF AMERICA**

### **FD55-A**

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 250K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.

Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$200 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: August 1982

## **TEAC CORP. OF AMERICA**

### **FD55-B**

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 500K bytes, Unformatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.

Integral Controller: No  
Interface: 34 Pin Connect

Price: \$230 without controller  
Distribution Method: OEM; Third-Party

Number Installed: More than 50,000  
Date First Installed: August 1982

## **TEAC CORP. OF AMERICA**

### **FD55-E**

Disk Diameter: 5 1/4 in.  
Plug Compatibility: Shugart  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.

Integral Controller: No  
Interface: 34 Pin Connect  
Price: \$230 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: August 1982

## **TECHTRAN INDUSTRIES, INC.**

### **980**

Disk Diameter: 5 1/4 in.  
Capacity: 200K bytes, Unformatted  
Mean Time Between Failure: 2,100 hrs.

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,485 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: April 1980  
(See Vendor Profile Page V-34)

## **TECHTRAN INDUSTRIES, INC.**

### **980 PC**

Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC, Zenith 2100  
Capacity: 360K bytes, Unformatted  
Mean Time Between Failure: 2,100 hrs.

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Distribution Method: End User; OEM  
Date First Installed: October 1984

## **TECHTRAN INDUSTRIES, INC.**

### **980XX**

Disk Diameter: 5 1/4 in.  
Capacity: 397K bytes, Unformatted  
Mean Time Between Failure: 2,100 hrs.

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,585 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: October 1981

## **TECHTRAN INDUSTRIES, INC.**

### **981**

Disk Diameter: 5 1/4 in.  
Capacity: 397K bytes, Unformatted  
Mean Time Between Failure: 2,100 hrs.

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: RS-232C  
Price: \$1,985 with controller  
Distribution Method: OEM; Third-Party

Number Installed: 5,000 - 10,000  
Date First Installed: April 1980

# **TERMINAL DATA CORP.** **SYSTEM 2000/10**

Disk Diameter: 5 1/4 in.  
Capacity: 125K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.

Integral Controller: No  
Interface: RS-232  
Price: \$995 with controller  
Distribution Method: End User  
Number Installed: 100 - 500  
Date First Installed: July 1982  
(See Vendor Profile Page V-34)

# **TRAK MICROCOMPUTER CORP.**

## **AT-D4**

Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Plug Compatibility: Atari A10  
Capacity: 512K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Atari  
Price: \$649 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: February 1984

# **TRAK MICROCOMPUTER CORP.**

## **AT-D2 DOUBLE DENSITY**

Disk Diameter: 5 1/4 in.  
Compatibility: Atari 400, 800, 1500  
Capacity: 500K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$499 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: May 1983

# **TRAK MICROCOMPUTER CORP.**

## **AT-S1**

Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Capacity: 256K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Atari  
Price: \$349 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: February 1984

# **TRAK MICROCOMPUTER CORP.**

## **AT-S2**

Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Capacity: 512K bytes, Formatted  
Average Access Time: 93 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Atari

# Floppy Disk Drives

Under 512K Bytes

Price: \$499 without controller  
Distribution Method: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: February 1984

## TRAK MICROCOMPUTER CORP.

AT-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Atari  
Capacity: 88K bytes, Formatted  
Average Access Time: 5 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Atari  
Price: \$439 with controller  
Distribution Method: Third-Party  
Date First Installed: July 1983

## TRAK MICROCOMPUTER CORP.

PC-1  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC  
Capacity: 320K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Ansi  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: January 1983

## TRAK MICROCOMPUTER CORP.

PI-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple  
Capacity: 143K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 10,000 hrs.  
Interface: Apple  
Price: \$299 without controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: May 1981

## TRAK MICROCOMPUTER CORP.

PI-2  
Disk Diameter: 5 1/4 in.  
Compatibility: Apple  
Capacity: 163K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Apple  
Price: \$329 without controller  
Distribution Method: Third-Party  
Date First Installed: July 1983

## TRAK MICROCOMPUTER CORP.

PI-3  
Disk Diameter: 5 1/4 in.

Compatibility: Apple  
Capacity: 163K bytes, Formatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Interface: Apple  
Price: \$369 without controller  
Distribution Method: Third-Party  
Date First Installed: 1983

## TRAK MICROCOMPUTER CORP.

Z-1  
Disk Diameter: 5 1/4 in.  
Compatibility: Zenith 100  
Capacity: 320K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Controller: No  
Interface: Ansi  
Price: \$399 without controller  
Distribution Method: Third-Party  
Number Installed: 1,500  
Date First Installed: January 1983

## TRAK MICROCOMPUTER CORP.

Z-2  
Disk Diameter: 5 1/4 in.  
Compatibility: Zenith 100  
Capacity: 320K bytes, Unformatted  
Average Access Time: 100 msec  
Mean Time Between Failure: 9,200 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$425 without controller  
Distribution Method: Third-Party  
Number Installed: 200  
Date First Installed: 1983

## VR DATA CORP.

TANDON 100-2  
Disk Diameter: 5 1/4 in.  
Compatibility: IBM PC; Tandy TRS-80/1, TRS-80/11, TRS-80/1V  
Capacity: 320K bytes, Formatted  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
(See Vendor Profile Page V-36)

## WESTERN TELEMATIC, INC.

DATA MATE-II-164K  
Disk Diameter: 5 1/4 in.  
Capacity: 164K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 2,000 hrs.  
Integral Controller: Yes  
Interface: RS-232  
Price: \$1,995 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 1,200

Date First Installed: May 1978  
(See Vendor Profile Page V-37)

## WESTERN TELEMATIC, INC.

DATA MATE-II-328K  
Disk Diameter: 5 1/4 in.  
Capacity: 328K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 2,000 hrs.  
Integral Controller: Yes  
Interface: RS-232  
Price: \$2,195 without controller  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: May 1978

## WESTERN TELEMATIC, INC.

MINI MATE-III-204K  
Disk Diameter: 5 1/4 in.  
Capacity: 204K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs.  
Integral Controller: Yes  
Interface: RS-232  
Price: \$1,475 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: January 1979

## WESTERN TELEMATIC, INC.

MINI MATE-III-408K  
Disk Diameter: 5 1/4 in.  
Capacity: 408K bytes, Formatted  
Average Access Time: 12 msec  
Mean Time Between Failure: 5,000 hrs.  
Integral Controller: Yes  
Interface: RS-232  
Price: \$1,695 with controller  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: January 1979

## WORLD STORAGE TECHNOLOGY

FDD100-S  
Disk Diameter: 5 1/4 in.  
Capacity: 256K bytes, Unformatted  
Average Access Time: 275 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 700,000  
Date First Installed: March 1977  
(See Vendor Profile Page V-37)

## WORLD STORAGE TECHNOLOGY

FDD111-S  
Disk Diameter: 5 1/4 in.  
Capacity: 250K bytes, Unformatted

Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.

Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$350 without controller  
Distribution Method: OEM  
Number Installed: 20,000  
Date First Installed: November 1981

## WORLD STORAGE TECHNOLOGY

FDD112-S  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$330 without controller  
Distribution Method: OEM  
Number Installed: 50,000  
Date First Installed: August 1983

## WORLD STORAGE TECHNOLOGY

FDD121-S  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$450 without controller  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: April 1982

## WORLD STORAGE TECHNOLOGY

FDD211-S  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$450 without controller  
Distribution Method: OEM  
Number Installed: 100,000  
Date First Installed: April 1982

## WORLD STORAGE TECHNOLOGY

FDD212-S  
Disk Diameter: 5 1/4 in.  
Capacity: 500K bytes, Unformatted  
Average Access Time: 94 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.2  
Price: \$330 without controller  
Distribution Method: OEM  
Number Installed: 2,000  
Date First Installed: July 1983

### Capacities Over 40M Bytes

#### ALLOY COMPUTER PRODUCTS, INC.

PC-STOR-104  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Victor 9000;  
Wang PC  
Capacity: 104M bytes, Formatted  
Average Access Time: 33 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Distribution Method: End User;  
Third-Party  
Price: \$8,995 with controller  
Date First Installed: January 1984  
(See Vendor Profile Page V-2)

#### ALLOY COMPUTER PRODUCTS, INC.

PC-STOR-170  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Victor 9000;  
Wang PC  
Capacity: 170M bytes, Formatted  
Average Access Time: 33 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: ST-506  
Price: \$8,995 with controller  
Distribution Method: End User;  
Third-Party  
Date First Installed: January 1984

#### ALLOY COMPUTER PRODUCTS, INC.

PC-STOR-52  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Victor 9000;  
Wang PC  
Capacity: 52M bytes, Formatted  
Average Access Time: 33 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No  
Interface: ST-506  
Price: \$5,995 with controller  
Distribution Method: End User;  
Third-Party  
Date First Installed: January 1984

#### ALLOY COMPUTER PRODUCTS, INC.

PC-STOR-85  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Victor 9000;  
Wang PC  
Capacity: 85M bytes, Formatted  
Average Access Time: 33 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: No

Interface: ST-506  
Price: \$7,995 with controller  
Distribution Method: End User;  
Third-Party  
Date First Installed: January 1984

#### AMCODYNE, INC.

COMMACHE 8160  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Plug Compatibility: CDC 9457  
Capacity: 165M bytes, Unformatted  
Average Access Time: 22 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: No  
Interface: SMD  
Price: \$3,500 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: July 1984  
(See Vendor Profile Page V-2)

#### ATASI CORP.

3046  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 46.3M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$2,100 without controller  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: December 1982  
(See Vendor Profile Page V-3)

#### ATASI CORP.

3065  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 65.6M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
18,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$2,500 without controller  
Distribution Method: OEM  
Date First Installed: 1983

#### ATHENAEUM TECHNOLOGY, INC.

AEIGIS 50  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 54M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,300 to \$2,500 without  
controller  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-3)

#### CALLAN DATA SYSTEMS, INC.

PERIPHERAL EXPANSION  
MODULE  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Compatibility: Callan 3000  
Capacity: 370M bytes, Formatted  
Average Access Time: 18 msec  
Mean Time Between Failure:

50,000 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: Yes  
Interface: SMD  
Price: \$34,950 without controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: July 1984  
(See Vendor Profile Page V-5)

#### CENTRAL DATA CORP. D3006

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Formatted  
Average Access Time: 29 msec  
Integral Controller: No  
Interface: Ansi  
Price: \$8,355 with controller  
Distribution Method: Third-Party  
Number Installed: 9,000  
Date First Installed: January 1981  
(See Vendor Profile Page V-6)

#### CENTRAL DATA CORP. D3007

Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: Multibus  
Capacity: 70M bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: No  
Interface: Ansi X3T9.3  
Price: \$8,500 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: June 1983

#### CENTRAL DATA CORP. D4004

Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 7,000  
hrs.  
Integral Controller: No  
Interface: Multibus  
Price: \$10,800 with controller  
Distribution Method: Third-Party  
Date First Installed: January 1981

#### CENTURY DATA SYSTEMS, INC.

C2075  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Plug Compatibility: CDC Lark II-94  
Capacity: 80M bytes, Unformatted  
Average Access Time: 32 msec  
Mean Time Between Failure: 6,000  
hrs.  
Integral Controller: No  
Interface: SMD  
Price: \$4,525 without controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-6)

#### CMC INTERNATIONAL TARGA II

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC; Intersec

Superbrain; Zenith Z10-89/90;  
Kaypro  
Capacity: 64M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,245 with controller  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
(See Vendor Profile Page V-6)

#### CMC INTERNATIONAL TARGA III

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC; Intersec  
Superbrain; Zenith Z10-89/90;  
Kaypro  
Capacity: 64M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 8,000  
hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,245 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980

#### COMPUTER MEMORIES, INC. CM-7660

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 60M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs.  
Interface: ST-506  
Price: \$2,200 without controller  
Distribution Method: OEM  
Date First Installed: October 1984  
(See Vendor Profile Page V-8)

#### COMPUTER MEMORIES, INC. CM-7880

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 80M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
12,000 hrs.  
Interface: ST-506  
Price: \$2,500 without controller  
Distribution Method: OEM  
Date First Installed: October 1984

#### CONTROL DATA CORP.

CDC 9415-3 WREN  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 210M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: No  
Interface: FDI, LDI, ISI, ESD  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982  
(See Vendor Profile Page V-9)

#### CONTROL DATA CORP.

CDC 9457 LARK  
Disk Diameter: 8 in.

**Drive Type:** Fixed  
**Capacity:** 50M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 7,500 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** SMD, LDI, ISI  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1981

**CORE, INC.**  
**CORE 5116**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM 5110; IBM 5120; IBM PC  
**Capacity:** 42.4M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$8,695 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** September 1982  
*(See Vendor Profile Page V-8)*

**CORE, INC.**  
**CORE 5117**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM 5110, 5120, PC  
**Capacity:** 53.0M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$12,990 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** September 1982

**CORVUS SYSTEMS, INC.**  
**OMNIDRIVE MODEL 45**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple Macintosh; DEC; TI; Corvus  
**Capacity:** 45.1M bytes, Unformatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Integral Controller:** Yes  
**Interface:** ST-506; ST-412  
**Price:** \$4,995 with controller  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-9)*

**CYBER DATA CORP.**  
**WAVE80**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Xerox 820; Cyber Data 200; IBM 370  
**Capacity:** 44M bytes, Formatted  
**Transfer Rate:** 120K bps  
**Average Access Time:** 25 msec  
**Mean Time Between Failure:** 10,000 hrs.

**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** IEEE-488  
**Price:** \$6,000 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 150  
**Date First Installed:** April 1981  
*(See Vendor Profile Page V-9)*

**CYNTHIA PERIPHERAL CORP.**  
**D-160**  
**Disk Diameter:** 10 1/2 in.  
**Drive Type:** Fixed  
**Compatibility:** DEC; Tandy; Apple; IBM PC  
**Capacity:** 145M bytes, Unformatted  
**Average Access Time:** 50 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi; SCSI  
**Price:** \$4,000 without controller; \$6,200 with controller  
**Distribution Method:** End User  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1978  
*(See Vendor Profile Page V-9)*

**DICOM INDUSTRIES**  
**DICOM 403**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** DEC LSI/II  
**Capacity:** 772M bytes, Unformatted  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$10,000 with controller  
**Distribution Method:** End User  
**Date First Installed:** December 1982  
*(See Vendor Profile Page V-11)*

**DISC TECH. ONE**  
**8070**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** DEC; DG; IBM; TI  
**Capacity:** 60M bytes, Unformatted  
**Average Access Time:** 29 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi 1226; Ansi X3T9.3; SMD  
**Price:** \$2,500 without controller  
**Distribution Method:** OEM; Third-Party  
*(See Vendor Profile Page V-12)*

**DMA SYSTEMS CORP.**  
**MICRO-MAGNUM SR**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Capacity:** 50M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$2,000 without controller  
**Distribution Method:** OEM  
**Number Installed:** 5,000  
**Date First Installed:** January 1983

*(See Vendor Profile Page V-12)*

**DRAGON INDUSTRIES, INC.**  
**SP-65 HARDISK SUBSYSTEM**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC, PC/XT  
**Capacity:** 70M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$4,995 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-12)*

**FUJITSU AMERICA, INC.**  
**M2242**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 54.9M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$3,250 without controller  
**Number Installed:** Under 100  
**Date First Installed:** November 1983  
*(See Vendor Profile Page V-15)*

**FUJITSU AMERICA, INC.**  
**M2242**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 54.9M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$3,250 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** 1984

**FUJITSU AMERICA, INC.**  
**M2243**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 86.3M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$3,700 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** 1984

**FUJITSU AMERICA, INC.**  
**M2312**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 84.4M bytes, Unformatted  
**Average Access Time:** 20 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** Sasi; SMD

**Price:** \$7,250 without controller  
**Distribution Method:** End User  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** 1981

**FUJITSU AMERICA, INC.**  
**M2322**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 168.5M bytes, Unformatted  
**Average Access Time:** 20 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** SCSI; SMD  
**Price:** \$8,700 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1983

**FUJITSU AMERICA, INC.**  
**M2333**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 337M bytes, Unformatted  
**Average Access Time:** 20 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** SCSI; SMD  
**Price:** \$12,200 without controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** 1984

**KENNEDY CO.**  
**7340**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 41.4M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** Ansi X3T9.3; SMD; Pico Bus  
**Price:** \$3,200 without controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 500 - 1,000  
**Date First Installed:** June 1982  
*(See Vendor Profile Page V-19)*

**KENNEDY CO.**  
**7380**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** CDC 9762, 9730-80  
**Capacity:** 82.9M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 8  
**Interface:** Ansi X3T9.3; SMD; Pico Bus  
**Price:** \$3,995 without controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 500  
**Date First Installed:** March 1983

**MAXTOR CORP.**  
**EXT 4075**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed

Capacity: 75M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ESDI  
Price: \$1,565 without controller  
Distribution Method: OEM  
Date First Installed: September  
1984  
(See Vendor Profile Page V-20)

**MAXTOR CORP.**  
**EXT 4175**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 175M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: Trident; ESDI  
Price: \$2,780 without controller  
Distribution Method: OEM  
Date First Installed: September  
1984

**MAXTOR CORP.**  
**EXT 4280**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 280M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 1,100  
hrs.  
Integral Controller: No  
Interface: ESDI  
Price: \$3,885 without controller  
Distribution Method: OEM  
Date First Installed: September  
1984

**MAXTOR CORP.**  
**EXT 4380**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 380M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ESDI  
Price: \$4,830 without controller  
Distribution Method: OEM

**MAXTOR CORP.**  
**XT1085**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 66M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,390 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: February 1983

**MAXTOR CORP.**  
**XT1105**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 105.2M bytes,  
Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.

Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$3,340 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: February 1983

**MAXTOR CORP.**  
**XT1140**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 143.5M bytes,  
Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$4,290 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: February 1983

**MAXTOR CORP.**  
**XT2085**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 89.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$2,630 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1984

**MAXTOR CORP.**  
**XT2140**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 140.2M bytes,  
Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$3,675 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1984

**MAXTOR CORP.**  
**XT2190**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 191.2M bytes,  
Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506, ST-412  
Price: \$4,720 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1984

**MEGAVALT**  
**MV835**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 83M bytes, Unformatted  
Average Access Time: 38 msec  
Integral Controller: No  
Interface: ANSI 1226; SCSI; SMD;  
Shugart SA 1000; ST-512

Price: \$2,600 without controller  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-21)

**MEGAVALT**  
**MV835HQ**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 83M bytes, Unformatted  
Average Access Time: 26 msec  
Integral Controller: No  
Interface: ANSI 1226; SCSI; SMD  
Price: \$3,100 without controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September  
1983

**MEGAVALT**  
**MV166S**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 166M bytes, Unformatted  
Average Access Time: 35 msec  
Integral Controller: No  
Interface: SCSI; SMD  
Price: \$2,900 without controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: April 1984

**MEGAVALT**  
**MV212**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 212M bytes, Unformatted  
Average Access Time: 38 msec  
Integral Controller: No  
Interface: SCSI; SMD  
Price: \$3,100 to \$3,300 without  
controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: September  
1983

**MEMOREX CORP.**  
**513**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 50M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$2,800 without controller  
Distribution Method: OEM  
Date First Installed: November 1983  
(See Vendor Profile Page V-21)

**MICROPOLIS CORP.**  
**1203**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 45.7M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: ANSI 1226  
Price: \$3,420 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: November 1979  
(See Vendor Profile Page V-22)

**MICROPOLIS CORP.**  
**1223**  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 45M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Micropolis  
Price: \$2,300 without controller;  
\$2,675 with controller  
Distribution Method: OEM  
Number Installed: 30,000  
Date First Installed: June 1979

**MICROPOLIS CORP.**  
**1303**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 43.2M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
13,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506; ST-506/412  
Price: \$1,095 without controller  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1983

**MICROPOLIS CORP.**  
**1304**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 51.9M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
13,000 hrs.  
Maximum Drives/Controller: 4  
Interface: ST-506; ST-506/412  
Price: \$1,195 without controller  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

**MICROPOLIS CORP.**  
**1323**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 42.6M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
13,000 hrs.  
Integral Controller: No  
Interface: ST-506/412  
Price: \$1,266 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: March 1984

**MICROPOLIS CORP.**  
**1324**  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 63.9M bytes,  
Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure:  
13,000 hrs.  
Integral Controller: No  
Interface: ST-506/412  
Price: \$1,439 without controller  
Distribution Method: OEM; Third-  
Party  
Date First Installed: March 1984

## MICROPOLIS CORP.

1325  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 85.2M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 13,000 hrs.  
Integral Controller: No  
Interface: ST-506/412  
Price: \$1,635 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: March 1984

## MICROPOLIS CORP.

1403  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 82.9M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: SMD  
Price: \$2,330 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: November 1983

## MICROPOLIS CORP.

1406  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 165.9M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: SMD  
Price: \$2,930 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: November 1983

## NATIONAL MEMORY SYSTEM CORP.

NMS01  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC PDP, LSI, VAX, IBM PC  
Capacity: 84M bytes, Formatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: SCSI; SMD  
Price: \$3,500 to \$7,000 without controller  
Distribution Method: OEM  
Number Installed: 90  
Date First Installed: September 1982  
(See Vendor Profile Page V-23)

## NATIONAL MEMORY SYSTEM CORP.

NMS04  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Compatibility: DEC PDP, LSI, VAX, IBM PC  
Capacity: 470M bytes, Unformatted  
Average Access Time: 17 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4

Integral Controller: No  
Interface: SCSI; SMD  
Price: \$10,000 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: October 1982

## NATIONAL MEMORY SYSTEM CORP.

NMS028  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC PDP, LSI, VAX, IBM PC  
Capacity: 168M bytes, Unformatted  
Average Access Time: 20 msec  
Mean Time Between Failure: 20,000 hrs.  
Integral Controller: No  
Interface: SCSI  
Price: \$4,500 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: 1983

## NEC INFORMATION SYSTEMS

D2230  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 42.5M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: SMD  
Price: \$2,235 with controller  
Distribution Method: OEM  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

## NEC INFORMATION SYSTEMS

D2248  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 85M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: SMD  
Price: \$2,200 with controller  
Distribution Method: OEM  
Date First Installed: June 1982

## NESTAR SYSTEMS, INC.

PLAN 3000 MODEL 70 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II, III; IBM PC  
Capacity: 56M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 25,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Distribution Method: End User; OEM; Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-24)

## NESTAR SYSTEMS, INC.

PLAN 4000 MODEL 112 FILE SERVER

Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: Apple II, III; IBM PC  
Capacity: 80M bytes, Formatted  
Average Access Time: 8 msec  
Mean Time Between Failure: 25,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Price: \$10,000 with controller  
Distribution Method: End User; OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: December 1982

## NORTHERN TELECOM, INC.

MERCURY MFD/8204  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 90M bytes, Formatted  
Average Access Time: 24 msec  
Mean Time Between Failure: 25,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$4,700 without controller; \$4,985 with controller  
Distribution Method: OEM  
Number Installed: 250  
(See Vendor Profile Page V-24)

## NORTHERN TELECOM, INC.

MERCURY MFD/8208  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 180M bytes, Formatted  
Average Access Time: 20 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$5,900 without controller; \$6,185 with controller  
Number Installed: Under 100

## NORTHERN TELECOM, INC.

MERCURY MFD/8210  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 225M bytes, Formatted  
Average Access Time: 20 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SMD  
Price: \$6,300 without controller; \$6,580 with controller  
Distribution Method: OEM  
Number Installed: Under 100

## ONYX & IMI

7740  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 41.9M bytes, Unformatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Ansi X3T9.3; IMI Bus  
Price: \$2,250 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 2,000  
Date First Installed: September 1980  
(See Vendor Profile Page V-25)

## PERCOM DATA CORP.

PHD 30/30A  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Tandy TRS-80; IBM PC; Apple II  
Capacity: 31.5G bytes, Formatted  
Average Access Time: 23 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Western Digital  
Price: \$2,795 with controller  
Distribution Method: OEM; Third-Party  
Date First Installed: 1984  
(See Vendor Profile Page V-26)

## PH-ASSOCIATES, INC.

MARK 46  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Northstar Advantage; Apple; IBM PC; Tandy TRS-80  
Plug Compatibility: Z-80  
Capacity: 48M bytes, Unformatted  
Transfer Rate: 625K bps  
Average Access Time: 30 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,915 without controller; \$4,416 with controller  
Distribution Method: End User; OEM  
Number Installed: 100 - 500  
Date First Installed: January 1983  
(See Vendor Profile Page V-26)

## POLYON INDUSTRIES

HELIX-CPM  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM  
Plug Compatibility: IBM  
Capacity: 44M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,300 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-27)

## POLYON INDUSTRIES

HELIX-XT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM  
Plug Compatibility: IBM  
Capacity: 44M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,300 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: June 1983

## POLYMORPHIC SYSTEMS

HD/40  
Disk Diameter: 5 1/4 in.

**Drive Type:** Fixed  
**Capacity:** 51M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** S-100  
**Price:** \$3,995 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 900  
**Date First Installed:** November 1983  
 (See Vendor Profile Page V-27)

**PRIAM CORP.**  
 502  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 55M bytes, Unformatted  
**Average Access Time:** 32 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$1,150 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** December 1983  
 (See Vendor Profile Page V-27)

**PRIAM CORP.**  
 503  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 71M bytes, Formatted  
**Average Access Time:** 32 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** Ansi X3T9.3; Priam  
**Price:** \$1,750 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** June 1984

**PRIAM CORP.**  
 504  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 86M bytes, Unformatted  
**Average Access Time:** 32 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$1,850 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** January 1984

**PRIAM CORP.**  
 505  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 111M bytes, Unformatted  
**Average Access Time:** 32 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** Ansi X3T9.3; Priam  
**Price:** \$2,300 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** June 1984

**PRIAM CORP.**

**803**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 85M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T9.3; SMD; Priam  
**Price:** \$2,550 without controller;  
 \$3,070 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** October 1983

**PRIAM CORP.**  
 806  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 188M bytes, Unformatted  
**Average Access Time:** 20 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T9.3; SMD; Priam  
**Price:** \$3,095 without controller;  
 \$3,615 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** June 1984

**PRIAM CORP.**  
 807  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 330M bytes, Unformatted  
**Average Access Time:** 25 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T9.3; SMD; Priam  
**Price:** \$3,680 without controller;  
 \$4,200 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** April 1984

**PRIAM CORP.**  
 808  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 515M bytes, Unformatted  
**Average Access Time:** 25 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T9.3; SMD; Priam  
**Price:** \$4,150 without controller;  
 \$4,670 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** June 1984

**PRIAM CORP.**  
 7050  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 70M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T9.3; SMD; Priam

**Price:** \$2,450 without controller;  
 \$2,970 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** January 1982

**PROCOMP SYSTEMS, INC.**  
 TRUSTOR-40  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Apple II;  
 Procomp  
**Capacity:** 60M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 3,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$6,000 with controller  
**Distribution Method:** End User;  
 OEM  
**Date First Installed:** 1982  
 (See Vendor Profile Page V-27)

**PROCOMP SYSTEMS, INC.**  
 TRUSTOR-140  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Apple II;  
 Procomp  
**Capacity:** 140M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 3,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$7,000 with controller  
**Distribution Method:** End User;  
 OEM  
**Date First Installed:** 1982

**QUALOGY**  
 (Formerly Data Systems Design)  
**CYCLONE SERIES**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 36.1G bytes, Formatted  
**Average Access Time:** 33 msec  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** MSCP  
**Price:** \$8,995 to \$12,295 with controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1984  
 (See Vendor Profile Page V-28)

**QUANTUM CORP.**  
 Q540  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Capacity:** 42.6M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,895 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1983  
 (See Vendor Profile Page V-28)

**QUANTUM CORP.**

**Q2040**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 42.6M bytes, Unformatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$3,000 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** June 1981

**QUANTUM CORP.**  
 Q2080  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** Shugart SA 1000  
**Capacity:** 85.4M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$3,865 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** June 1983

**QUCES, INC.**  
 DSK-67  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II; Tandy TRS-80  
**Capacity:** 42M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 5,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$4,999 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
 (See Vendor Profile Page V-28)

**QUCES, INC.**  
 DSK-68  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II; Tandy TRS-80  
**Capacity:** 84M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$7,999 with controller  
**Distribution Method:** Third-Party

**QUCES, INC.**  
 DSK-67  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II; Tandy TRS-80  
**Capacity:** 47M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes

# Rigid Disk Drives

Over 40M Bytes

Price: \$6,299 with controller  
Distribution Method: Third-Party

## RODIME CORP.

RD204E  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 42M bytes, Formatted  
Transfer Rate: 5,000K bps  
Average Access Time: 60 msec  
Mean Time Between Failure: 12,000 hrs.

Integral Controller: No  
Interface: ST-506  
Price: \$2,015 without controller  
Distribution Method: OEM; Third-Party  
(See Vendor Profile Page V-30)

## SCIENTIFIC MICRO SYSTEMS

FMT-11  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC  
Capacity: 80M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 12,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: DEC Q-Bus  
Price: \$8,000 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1978  
(See Vendor Profile Page V-31)

## STANDARD DATA CORP.

SDC 50  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Zenith Z100  
Capacity: 50M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Distribution Method: OEM; Third-Party  
Date First Installed: September 1983  
(See Vendor Profile Page V-32)

## STANDARD DATA CORP.

SDC 80  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Zenith Z100  
Capacity: 80M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Distribution Method: OEM; Third-Party  
Date First Installed: September 1983

STAR TECHNOLOGIES, INC.  
DART WINCHESTER SUBSYSTEM  
68MB  
Disk Diameter: 8 in.

Drive Type: Fixed  
Compatibility: DG Nova  
Capacity: 68.0M bytes, Unformatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Prime  
Price: \$7,500 with controller  
Distribution Method: Third-Party  
Number Installed: 175  
Date First Installed: January 1981  
(See Vendor Profile Page V-32)

## SUNOL SYSTEMS, INC.

SSD 95  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Epson; Apple; Victor Technologies  
Capacity: 65M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,595 without controller; \$5,520 with controller  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

## SUNOL SYSTEMS, INC.

SSD 92  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Epson; Apple; Victor Technologies  
Capacity: 92M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$6,695 without controller; \$6,920 with controller  
Date First Installed: January 1984

## SYSTEM INDUSTRIES, INC.

9751  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed  
Compatibility: DEC VAX-11/730; PDP-11; DG Nova, Eclipse  
Capacity: 474M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: SMD  
Distribution Method: End User; OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: July 1982  
(See Vendor Profile Page V-33)

## SYSTEMS PERIPHERALS CONSULTANTS

DISKETTE ULTRASTORE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 127M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-406  
Distribution Method: End User;

Third-Party  
Date First Installed: March 1984  
(See Vendor Profile Page V-33)

## TEXAS INSTRUMENTS, INC.

WD 800/43  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: T1 300, 600, 800  
Capacity: 43.2M bytes, Formatted  
Average Access Time: 45 msec  
Integral Controller: Yes  
Price: \$16,700 with controller  
Distribution Method: OEM  
(See Vendor Profile Page V-35)

## UNIVISION

V-EXT 11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Victor Technologies 9000  
Capacity: 11.2G bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Price: \$2,460 with controller  
(See Vendor Profile Page V-35)

## U.S. DESIGN CORP.

CSS 800/70  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC Q-Bus LSI/1, PDP-11; Intel Multibus  
Plug Compatibility: DEC RK07  
Capacity: 70M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Ansi 1226  
Price: \$8,000 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 350  
Date First Installed: August 1982  
(See Vendor Profile Page V-35)

## U.S. DESIGN CORP.

VIP/X  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC VAX-11; DEC PDP-11; Intel Multibus  
Capacity: 760M bytes, Unformatted  
Average Access Time: 10 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI; Standard  
Price: \$23,995 with controller  
Distribution Method: End User; OEM  
Number Installed: Under 100  
Date First Installed: 1984

## VECTOR ELECTRONICS CO.

SAFE-83  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 83M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2

Integral Controller: Yes  
Interface: SCSI; SMD  
Price: \$9,000 with controller  
Distribution Method: End User; OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-36)

## VECTOR ELECTRONICS CO.

SAFE-132  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 132M bytes, Unformatted  
Average Access Time: 38 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI; SMD  
Price: \$1,000 with controller  
Distribution Method: End User; OEM  
Number Installed: 10  
Date First Installed: July 1983

## VECTOR ELECTRONICS CO.

SAFE-212  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 212M bytes, Unformatted  
Average Access Time: 38 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI; SMD  
Price: \$12,000 with controller  
Distribution Method: End User; OEM  
Number Installed: 10  
Date First Installed: July 1983

## VERTEX PERIPHERALS, INC.

V150  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 51M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506; ST-506/412  
Price: \$2,350 without controller  
Distribution Method: End User; OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-36)

## WINCHESTER SYSTEMS, INC.

DATA SAFE 48  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Inteltec  
Plug Compatibility: Intel MDS-740  
Capacity: 48M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-37)

**3M CO.**

8533

Disk Diameter: 8 in.  
 Drive Type: Fixed  
 Capacity: 60M bytes, Unformatted  
 Average Access Time: 29 msec  
 Mean Time Between Failure: 25,000 hrs.  
 Integral Controller: No  
 Interface: Ansi 1226  
 Price: \$5,200 without controller  
 Distribution Method: OEM  
 Number Installed: 100 - 500  
 Date First Installed: June 1982  
 (See Vendor Profile Page V-38)

### 20M- to 40M-Byte Capacity

**ALLOY COMPUTER  
PRODUCTS, INC.**

PC-STOR-20

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: IBM PC; Victor Technologies 9000; Wang PC  
 Capacity: 20M bytes, Formatted  
 Average Access Time: 33 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 2  
 Integral Controller: No  
 Interface: ST-506  
 Price: \$4,295 with controller  
 Distribution Method: End User; Third-Party  
 Date First Installed: January 1984  
 (See Vendor Profile Page V-2)

**ALLOY COMPUTER  
PRODUCTS, INC.**

PC-STOR-40

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: IBM PC; Victor Technologies 9000; Wang PC  
 Capacity: 40M bytes, Formatted  
 Average Access Time: 33 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 2  
 Integral Controller: No  
 Interface: ST-506  
 Distribution Method: End User; Third-Party  
 Date First Installed: January 1984

**AMPEX CORP.**

PYXIS 20

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Capacity: 20M bytes, Unformatted  
 Average Access Time: 90 msec  
 Mean Time Between Failure: 12,000 hrs.  
 Maximum Drives/Controller: 4  
 Integral Controller: No  
 Interface: ST-506  
 Price: \$1,265 without controller  
 Distribution Method: OEM  
 Number Installed: 10,000 - 50,000  
 Date First Installed: 1981  
 (See Vendor Profile Page V-2)

**AMPEX CORP.**

PYXIS 27

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Capacity: 28.6M bytes, Unformatted  
 Average Access Time: 90 msec  
 Mean Time Between Failure: 12,000 hrs.  
 Maximum Drives/Controller: 4  
 Integral Controller: No  
 Interface: ST-506  
 Price: \$1,435 without controller  
 Distribution Method: OEM  
 Number Installed: 10,000 - 50,000  
 Date First Installed: 1981

**ATASI CORP.**

3033

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Capacity: 33M bytes, Unformatted  
 Average Access Time: 30 msec  
 Mean Time Between Failure: 12,000 hrs.  
 Integral Controller: No  
 Interface: ST-506  
 Price: \$1,950 without controller  
 Distribution Method: OEM  
 Number Installed: 1,000 - 5,000  
 Date First Installed: October 1982  
 (See Vendor Profile Page V-3)

**BERING INDUSTRIES, INC.**

BERING 30XX

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: HP 9000, 3000, 1000, 98XX  
 Plug Compatibility: HP 9895A; HP 913X  
 Capacity: 30.0M bytes, Formatted  
 Average Access Time: 48 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 1  
 Integral Controller: Yes  
 Interface: ST-506; HP-IB  
 Price: \$2,540 with controller  
 Distribution Method: End User; OEM; Third-Party  
 Date First Installed: January 1983  
 (See Vendor Profile Page V-4)

**BERING INDUSTRIES, INC.**

BERING 35XX

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: HP 9000, 3000, 1000, 98XX; HP 200, 100, 80  
 Plug Compatibility: HP 9895A; HP 913X  
 Capacity: 30.0M bytes, Formatted  
 Average Access Time: 48 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 1  
 Integral Controller: Yes  
 Interface: ST-506; HP-IB; IEEE-488  
 Price: \$3,250 with controller  
 Distribution Method: End User; OEM; Third-Party  
 Date First Installed: July 1983

**BERING INDUSTRIES, INC.**

BERING 38XX

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: HP 9000, 3000, 1000, 98XX; HP 200, 100, 80

**Plug Compatibility: HP 9895A; HP 913X**

Capacity: 30.0M bytes, Formatted  
 Average Access Time: 48 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 1  
 Integral Controller: Yes  
 Interface: ST-506; HP-IB, IEEE-488  
 Price: \$4,260 with controller  
 Distribution Method: End User; OEM; Third-Party  
 Date First Installed: January 1983

**CAMEO ELECTRONICS, INC.**

2020

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: Victor Technologies 9000; NEC APC  
 Capacity: 20M bytes, Formatted  
 Average Access Time: 15 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 2  
 Integral Controller: Yes  
 Interface: ST-506  
 Price: \$2,295 with controller  
 Distribution Method: Third-Party  
 Number Installed: 100 - 500  
 Date First Installed: September 1982  
 (See Vendor Profile Page V-5)

**CAMEO ELECTRONICS, INC.**

SERIES 1000 PUMA

Disk Diameter: 8 in.  
 Drive Type: Fixed  
 Compatibility: Franklin Ace; NEC APL; Victor Technologies 9000; IBM PC  
 Capacity: 40M bytes, Formatted  
 Average Access Time: 50 msec  
 Mean Time Between Failure: 8,000 hrs.  
 Maximum Drives/Controller: 4  
 Integral Controller: Yes  
 Interface: Disctron  
 Price: \$6,995 with controller  
 Distribution Method: Third-Party  
 Number Installed: 1,000 - 5,000

**CARDIFF TECHNOLOGY, INC.**

D240

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Compatibility: Apple; IBM PC; Tandy TRS-80  
 Capacity: 40M bytes, Unformatted  
 Average Access Time: 26 msec  
 Mean Time Between Failure: 10,000 hrs.  
 Maximum Drives/Controller: 5  
 Integral Controller: No  
 Interface: SCSI; ST-506; Shugart  
 Price: \$2,200 with controller  
 Distribution Method: Third-Party  
 Number Installed: Under 100  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-5)

**CENTRAL DATA CORP.**

D3003

Disk Diameter: 8 in.  
 Drive Type: Fixed  
 Compatibility: Multibus  
 Capacity: 35M bytes, Unformatted  
 Average Access Time: 50 msec  
 Mean Time Between Failure:

10,000 hrs.

Integral Controller: No  
 Interface: Ansi X3T9.3  
 Price: \$7,000 without controller  
 Distribution Method: OEM; Third-Party  
 Number Installed: Under 100  
 Date First Installed: June 1983  
 (See Vendor Profile Page V-6)

**CENTRAL DATA CORP.**

D3004

Disk Diameter: 8 in.  
 Drive Type: Fixed  
 Capacity: 40M bytes, Formatted  
 Average Access Time: 65 msec  
 Mean Time Between Failure: 6,000 hrs.  
 Integral Controller: No  
 Interface: Ansi  
 Price: \$7,900 with controller  
 Distribution Method: Third-Party  
 Date First Installed: January 1981

**CENTRAL DATA CORP.**

D4001

Disk Diameter: 8 in.  
 Drive Type: Fixed  
 Capacity: 40M bytes, Formatted  
 Average Access Time: 35 msec  
 Mean Time Between Failure: 7,000 hrs.  
 Integral Controller: No  
 Interface: Multibus  
 Price: \$8,050 with controller  
 Date First Installed: January 1981

**CENTRAL DATA CORP.**

D4002

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Capacity: 40M bytes, Formatted  
 Average Access Time: 35 msec  
 Mean Time Between Failure: 7,000 hrs.  
 Integral Controller: No  
 Interface: Multibus  
 Price: \$9,300 with controller  
 Distribution Method: Third-Party  
 Date First Installed: January 1981

**CMC INTERNATIONAL**

TARGA I

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed/Removable  
 Compatibility: IBM PC; Interdoc Superbrain; Zenith Z10-89/90; Kaypro  
 Capacity: 31M bytes, Formatted  
 Average Access Time: 65 msec  
 Mean Time Between Failure: 8,000 hrs.  
 Maximum Drives/Controller: 2  
 Integral Controller: Yes  
 Interface: ST-506  
 Price: \$1,795 with controller  
 Distribution Method: OEM  
 Number Installed: 1,000 - 5,000  
 Date First Installed: 1980  
 (See Vendor Profile Page V-6)

**COMPUPO**

H40 HARD DISK SUBSYSTEM

Disk Diameter: 5 1/4 in.  
 Drive Type: Fixed  
 Capacity: 31M bytes, Unformatted  
 Average Access Time: 45 msec  
 Mean Time Between Failure: 10,000 hrs.

# Rigid Disk Drives

20M to 40M Bytes

**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,995 without controller;  
 \$5,495 with controller  
 (See Vendor Profile Page V-7)

**COMPUTER MEMORIES, INC.**  
**CM-3426 HALF-HEIGHT**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 25.5M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,100 without controller  
**Distribution Method:** OEM  
**Date First Installed:** October 1984  
 (See Vendor Profile Page V-8)

**COMPUTER MEMORIES, INC.**  
**CM-6426**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 26M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,680 without controller  
**Distribution Method:** OEM  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** January 1983

**COMPUTER MEMORIES, INC.**  
**CM-6640**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 40M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,800 without controller  
**Distribution Method:** OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983

**CONTROL DATA CORP.**  
**CDC 9415-5 WREN**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 36M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 3  
**Integral Controller:** No  
**Interface:** FDI, LDI, ISI, ESD  
**Distribution Method:** OEM  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** 1982  
 (See Vendor Profile Page V-8)

**CORVUS SYSTEMS, INC.**  
**CORVUS 20**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple; IBM; Tandy  
**Capacity:** 21M bytes, Unformatted  
**Average Access Time:** 72 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$4,495 with controller  
**Distribution Method:** Third-Party

**Number Installed:** 1,000 - 5,000  
**Date First Installed:** January 1981  
 (See Vendor Profile Page V-9)

**CYBERCHRON CORP.**  
**CND 11-20**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 20.8M bytes, Formatted  
**Average Access Time:** 38 msec  
**Mean Time Between Failure:** 4,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** DEC Obus  
**Price:** \$4,995 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** 1980  
 (See Vendor Profile Page V-9)

**CYNTHIA PERIPHERAL CORP.**  
**D-520**  
**Disk Diameter:** Fixed  
**Compatibility:** DEC; Tandy; Apple; IBM PC  
**Plug Compatibility:** Seagate  
**Capacity:** 26M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** SCSI; Seagate  
**Price:** \$3,150 without controller;  
 \$4,000 with controller  
**Distribution Method:** End User  
**Number Installed:** Under 100  
**Date First Installed:** 1984  
 (See Vendor Profile Page V-9)

**DATAMAC PERIPHERAL PRODUCTS**  
**TRUSTOR 30**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC; Apple II; Compaq PC; Apple IIe  
**Capacity:** 33M bytes, Formatted  
**Average Access Time:** 45 msec  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$2,895 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** February 1984  
 (See Vendor Profile Page V-10)

**DATAMAC PERIPHERAL PRODUCTS**  
**TRUSTOR 30T WITH INTEGRAL TAPE BACKUP**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC; Apple II; Compaq PC; Apple IIe  
**Capacity:** 33M bytes, Formatted  
**Average Access Time:** 45 msec  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$4,995 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100

**DATAPoint CORP.**  
**20 MB**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed/Removable  
**Compatibility:** Datapoint  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 10 msec  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Microbus  
**Distribution Method:** End User  
 (See Vendor Profile Page V-10)

**DAVONG SYSTEMS, INC.**  
**10011-021**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 21M bytes, Formatted  
**Average Access Time:** 40 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$3,095 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** January 1983  
 (See Vendor Profile Page V-11)

**DAVONG SYSTEMS, INC.**  
**10011-032**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 32M bytes, Formatted  
**Average Access Time:** 40 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,695 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** January 1983

**DISC TECH. ONE**  
**8020**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** DEC; DG; TI; IBM  
**Capacity:** 20M bytes, Unformatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi 1226; Ansi X379.3  
**Price:** \$800 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** 1982  
 (See Vendor Profile Page V-12)

**DISOTRON, INC.**  
**D-400**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 40M bytes, Formatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$1,770 without controller;  
 \$2,545 with controller  
**Distribution Method:** OEM  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** March 1982  
 (See Vendor Profile Page V-12)

**DMA SYSTEMS CORP.**  
**MICRO-MAGNUM 11/11**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable

**Capacity:** 22M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$2,100 without controller  
**Distribution Method:** OEM  
**Number Installed:** 20  
**Date First Installed:** May 1984  
 (See Vendor Profile Page V-12)

**EICON RESEARCH, INC.**  
**DISCACH 20MB**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** NEC; Apple II; Apple II+; IBM PC  
**Capacity:** 20M bytes, Formatted  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$4,250 without controller;  
 \$4,595 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1983  
 (See Vendor Profile Page V-13)

**EICON RESEARCH, INC.**  
**DISCACH 40MB**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** NEC; Apple II; Apple II+; IBM PC  
**Capacity:** 40M bytes, Formatted  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$5,650 without controller;  
 \$5,995 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** June 1983

**FALCON TECHNOLOGY**  
**PC EXTENDER 30MB**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 30M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,995 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** December 1983  
 (See Vendor Profile Page V-14)

**FUJITSU AMERICA, INC.**  
**M2334**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 20M bytes, Unformatted  
**Average Access Time:** 83 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$1,625 without controller  
**Distribution Method:** End User;

OEM: Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1983  
(See Vendor Profile Page V-15)

**FUJITSU AMERICA, INC.**

M2235  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 26.6M bytes, Unformatted  
Average Access Time: 35 msec  
Interface: ST-506; Shugart SA 4000  
Price: \$1,875 without controller  
Distribution Method: End User;  
OEM: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: 1983

**FUJITSU AMERICA, INC.**

M2241  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 31.4M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506; Shugart SA 4000  
Price: \$2,950 without controller  
Distribution Method: End User;  
OEM: Third-Party  
Number Installed: Under 100  
Date First Installed: 1984

**GENIE COMPUTER CORP.**

GENIE 5-10-15-20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II+; IBM PC/XT; TI Professional  
Capacity: 20M bytes, Formatted  
Average Access Time: 77 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Interface: Sasi  
Price: \$2,895 with controller  
Distribution Method: Third-Party  
Date First Installed: November 1982  
(See Vendor Profile Page V-15)

**GENIE COMPUTER CORP.**

GENIE 10+10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Apple; TI Professional  
Capacity: 20M bytes, Formatted  
Average Access Time: 97 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Price: \$3,695 with controller

**GENIE COMPUTER CORP.**

GENIE 11+11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Apple Family; TI Professional  
Capacity: 22M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi

Price: \$4,995 with controller  
Date First Installed: August 1984

**GREAT LAKE COMPUTER PERIPHERALS, INC.**

SUPERIOR SUBSYSTEM-40  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Plug Compatibility: IBM PC  
Capacity: 20M bytes, Unformatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi  
Price: \$2,795 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-15)

**GREAT LAKE COMPUTER PERIPHERALS, INC.**

SUPERIOR SUBSYSTEM-65  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 30M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi  
Price: \$3,749 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1983

**GREAT LAKE COMPUTER PERIPHERALS, INC.**

SUPERIOR SUBSYSTEM-140  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 40M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi  
Price: \$5,999 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983

**I12 INTERFACE, INC.**

I12 VM 21P  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; IBM PC/XT  
Capacity: 21.9M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,095 without controller; \$1,395 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1982  
(See Vendor Profile Page V-17)

**KENNEDY CO.**

6172  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 24M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 8  
Interface: Ansi 1226; Ansi X3T9.3; SMD; Disk Bus  
Price: \$1,995 without controller  
Distribution Method: End User;  
OEM  
Number Installed: 5,000  
Date First Installed: September 1979  
(See Vendor Profile Page V-19)

**KENNEDY CO.**

6173  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 40M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 16  
Interface: Ansi 1226; Ansi X3T9.3; SMD; Disk Bus  
Price: \$3,195 without controller  
Distribution Method: End User;  
OEM  
Number Installed: 500 - 1,000  
Date First Installed: September 1981

**MEMOREX CORP.**

102  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 23.4M bytes, Unformatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Shugart SA-4000  
Price: \$2,270 without controller  
Distribution Method: OEM  
Date First Installed: February 1982  
(See Vendor Profile Page V-21)

**MEMOREX CORP.**

323  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,390 without controller  
Distribution Method: OEM  
Date First Installed: July 1983

**MEMOREX CORP.**

324  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 26.7M bytes, Unformatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,590 without controller  
Distribution Method: OEM

Date First installed: December 1983

**MEMOREX CORP.**

512  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 30M bytes, Unformatted  
Average Access Time: 25 msec  
Mean Time Between Failure: 1,100 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$2,200 without controller  
Distribution Method: OEM  
Date First Installed: November 1983

**MICRO DATA SYSTEMS**

EZ 845  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Zenith Z89; Xerox 1; Xerox S-100  
Capacity: 20M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 16,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$3,495 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: July 1982  
(See Vendor Profile Page V-21)

**MICRO-DESIGN**

DATA 10+10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: August 1984  
(See Vendor Profile Page V-21)

**MICRO-DESIGN**

DATA 10+20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 30M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,795 with controller  
Distribution Method: End User;  
Third-Party  
Date First Installed: August 1984

**MICRO-DESIGN**

DATA 10+30  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 40M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506

# Rigid Disk Drives

20M to 40M Bytes

Price: \$4,195 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: July 1984

## MICRO-DESIGN

DATA 11 + 11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 22M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: August 1984

## MICRO-DESIGN

PRO-20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Apple; Tandy  
Capacity: 20M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,499 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: January 1984

## MICRO-DESIGN

PRO-30  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Apple; Tandy  
Capacity: 30M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,395 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICRO-DESIGN

PRO-30  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Apple; Tandy  
Capacity: 30M bytes, Formatted  
Average Access Time: 75 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,395 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICRO-DESIGN

52-520  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 25M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICRO-DESIGN

52-520  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 25M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICRO-DESIGN

52-520  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy  
Capacity: 25M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,495 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICRO-DESIGN

52-520  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM; Apple; Tandy

Capacity: 35M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$3,895 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 100 - 500  
Date First Installed: January 1984

## MICROPOLIS CORP.

1202 ANSI  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 27.4M bytes, Unformatted  
Average Access Time: 42 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 8  
Integral Controller: No  
Interface: Ansi 1226  
Price: \$2,750 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: November 1979  
(See Vendor Profile Page V-22)

## MICROPOLIS CORP.

1302  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-506/412  
Capacity: 25.9M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 13,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506/412  
Price: \$975 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1983

## MICROPOLIS CORP.

3425 HALF-HEIGHT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.9M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-22)

## MICROPOLIS CORP.

4020  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Plug Compatibility: ST-412  
Capacity: 20M bytes, Unformatted  
Average Access Time: 133 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-412  
Price: \$665 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: June 1982

## MICROPOLIS CORP.

4020  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-22)

## MICROPOLIS CORP.

4020  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-22)

## MICROPOLIS CORP.

4020  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-22)

## MICROPOLIS CORP.

4020  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-412  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-22)

## MITSUBISHI ELECTRONICS

### AMERICA, INC.

MR 522  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 65 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$1,220 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-22)

## MITSUBISHI ELECTRONICS

### AMERICA, INC.

MR 522  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 65 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$1,220 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: April 1984

## MOUNTAIN COMPUTER, INC.

20MB DRIVE FOR IBM PC  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 20M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-419  
Price: \$3,295 with controller  
Date First Installed: October 1982  
(See Vendor Profile Page V-23)

## MOUNTAIN COMPUTER, INC.

32MB DRIVE FOR IBM PC  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 32M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-419  
Price: \$4,495 with controller  
Date First Installed: November 1983  
(See Vendor Profile Page V-23)

## NEC INFORMATION SYSTEMS

D2200  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 25.5M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SMD  
Price: \$2,575 with controller  
Distribution Method: OEM  
Date First Installed: June 1982  
(See Vendor Profile Page V-24)

## NEC INFORMATION SYSTEMS

D5244  
Disk Diameter: 5 1/4 in.

Drive Type: Fixed  
Capacity: 21M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 5  
Integral Controller: Yes  
Interface: Seagate  
Price: \$1,410 with controller  
Distribution Method: OEM  
Date First Installed: April 1983

## NESTAR SYSTEMS, INC.

PLAN 3000 MODEL 30 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II; Apple III; IBM PC  
Capacity: 24M bytes, Formatted  
Mean Time Between Failure: 25,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 100 - 500  
(See Vendor Profile Page V-24)

## NESTAR SYSTEMS, INC.

PLAN 3000 MODEL 30 FILE SERVER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II; Apple III; IBM PC  
Capacity: 40M bytes, Formatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 25,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Arcnet  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 100 - 500

## ONYX & IMI

5040H  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: ST-506  
Capacity: 40M bytes, Formatted  
Average Access Time: 68 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$990 without controller  
Distribution Method: Third-Party  
Date First Installed: June 1983  
(See Vendor Profile Page V-25)

## ONYX & IMI

7720  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20.9M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Ansi X3T9.3; IMI Bus  
Price: \$1,650 without controller;  
\$1,900 with controller  
Distribution Method: OEM; Third-Party

**Distribution Method:** OEM; Third-Party  
**Number Installed:** 15,000  
**Date First Installed:** June 1979

**OTARI DATA, INC.**  
**C-526**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 79 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$780 with controller  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** December 1982  
*(See Vendor Profile Page V-25)*

**PERCOM DATA CORP.**  
**PHD 20/20A**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Tandy TRS-80; IBM PC; Apple II  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Interface:** Western Digital  
**Price:** \$2,195 with controller  
**Distribution Method:** OEM; Third-Party  
*(See Vendor Profile Page V-26)*

**PH-ASSOCIATES, INC.**  
**MARK 20**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Northstar Advantage; Apple; IBM PC; Zilog Z-80; Tandy TRS-80  
**Plug Compatibility:** Z-80  
**Capacity:** 20M bytes, Unformatted  
**Transfer Rate:** 625K bps  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,213 without controller; \$3,333 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-26)*

**PH-ASSOCIATES, INC.**  
**MARK 33**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Northstar Advantage; Apple; IBM PC  
**Capacity:** 33M bytes, Unformatted  
**Transfer Rate:** 625K bps  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,450 without controller; \$3,750 with controller

**Distribution Method:** End User; OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983

**POLYMORPHIC SYSTEMS**  
**HD/18**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Polymorph 8813; Polymorph 8810  
**Capacity:** 23M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** S-100  
**Price:** \$2,995 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** September 1982  
*(See Vendor Profile Page V-27)*

**PRIAM CORP.**  
**3450**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 35M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Ansi X3T3.3; SMD; Priam  
**Price:** \$1,950 without controller; \$2,470 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** July 1980  
*(See Vendor Profile Page V-27)*

**PROCOMP SYSTEMS, INC.**  
**TRUSTOR-30**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Apple II; Procomp  
**Capacity:** 30M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 3,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$2,450 with controller  
**Distribution Method:** End User; OEM  
**Date First Installed:** 1982

**QUALOGY**  
*(Formerly Data Systems Design)*  
**DSD 770-40**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Intel Multibus  
**Capacity:** 40M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$5,495 with controller  
**Distribution Method:** End User; OEM  
*(See Vendor Profile Page V-28)*

**QUALOGY**  
*(Formerly Data Systems Design)*  
**DSD 880**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** DEC  
**Capacity:** 31M bytes, Formatted  
**Average Access Time:** 65 msec  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$5,495 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** 1979

**QUALOGY**  
*(Formerly Data Systems Design)*  
**DSD 890**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 31.2M bytes, Formatted  
**Average Access Time:** 65 msec  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$6,995 with controller  
**Distribution Method:** OEM  
**Number Installed:** 100

**QUANTUM CORP.**  
**Q520**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Capacity:** 21.3M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,675 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-28)*

**QUANTUM CORP.**  
**Q530**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** Seagate ST-412  
**Capacity:** 31.9M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,755 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1983

**QUANTUM CORP.**  
**Q2020**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 21.3M bytes, Unformatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$2,195 without controller

**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** June 1981

**QUANTUM CORP.**  
**Q2030**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 32M bytes, Unformatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$2,695 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** June 1981

**QUICKS, INC.**  
**DSK-65**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 77 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,999 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000 - 5,000  
*(See Vendor Profile Page V-28)*

**QUICKS, INC.**  
**DSK-83**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 21M bytes, Formatted  
**Average Access Time:** 120 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$4,099 with controller  
**Distribution Method:** Third-Party

**QUICKS, INC.**  
**DSK-85**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 25M bytes, Formatted  
**Average Access Time:** 77 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$4,299 with controller  
**Distribution Method:** Third-Party

**QUINTIN RESEARCH, INC.**  
**QA-520**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple II; Apple II+; Apple IIe; IBM PC; PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.

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**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$2,795 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** 1984  
*(See Vendor Profile Page V-28)*

**RODIME CORP.**  
**RC203E**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 31M bytes, Formatted  
**Transfer Rate:** 5,000K bps  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,815 without controller  
**Distribution Method:** OEM; Third-Party  
*(See Vendor Profile Page V-30)*

**RODIME CORP.**  
**RC204**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 21M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,295 to \$1,760 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** January 1982

**SEAGATE TECHNOLOGY**  
**ST-425**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,270 without controller  
**Distribution Method:** OEM; Third-Party  
*(See Vendor Profile Page V-31)*

**STANDARD DATA CORP.**  
**SDC 34**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC/XT; Zenith Z100  
**Capacity:** 34M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 5,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-32)*

**STAR TECHNOLOGIES, INC.**  
**DART WINCHESTER SUBSYSTEM**  
**34MB**  
**Disk Diameter:** 8 in.

**Drive Type:** Fixed  
**Compatibility:** DG Nova  
**Capacity:** 34M bytes, Unformatted  
**Average Access Time:** 45 msec  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Prime  
**Price:** \$5,600 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 350  
**Date First Installed:** January 1981  
*(See Vendor Profile Page V-32)*

**STOREX CORP.**  
**SX324**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 3,600 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$2,695 with controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** March 1984  
*(See Vendor Profile Page V-32)*

**STOREX CORP.**  
**SX4122**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$4,395 with controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** March 1984

**STOREX CORP.**  
**SX4123**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 25M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$5,695 with controller  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** March 1984

**STOREX CORP.**  
**SX4124**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 30M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$5,995 with controller  
**Distribution Method:** End User;

**Third-Party**  
**Date First Installed:** March 1984

**SUNAL SYSTEMS, INC.**  
**SSD 25**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM; Apple; Epson; Victor Technologies  
**Capacity:** 25M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 40,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,995 without controller; \$3,220 with controller  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-33)*

**SUNAL SYSTEMS, INC.**  
**SSD 40**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM; Epson; Apple; Victor Technologies  
**Capacity:** 40M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 40,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$4,595 without controller; \$4,820 with controller  
**Date First Installed:** August 1983

**SYSTEMS PERIPHERALS CONSULTANTS**  
**DISKETTE JR. 221**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 22M bytes, Formatted  
**Average Access Time:** 30 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-406  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 150  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-33)*

**TANDON CORP.**  
**TM703**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 31.0M bytes  
**Average Access Time:** 39 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Integral Controller:** No  
**Distribution Method:** OEM  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-33)*

**TECMAR, INC.**  
**WINCHESTER SHARE/33 EXPANSION**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Columbia; Eagle PC; Teletype PC  
**Plug Compatibility:** TI  
**Capacity:** 33M bytes, Formatted  
**Average Access Time:** 72 msec

**Mean Time Between Failure:** 8,000 hrs.

**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$4,295 with controller  
**Distribution Method:** Third-Party  
**Date First Installed:** June 1983  
*(See Vendor Profile Page V-34)*

**THOUGHTWORKS, INC.**  
**DATA FILE 20M**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Sanyo MBC Series; Zenith Z100; IBM PC  
**Capacity:** 20M bytes, Formatted  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$3,195 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 100 - 500  
*(See Vendor Profile Page V-35)*

**UNIVATION**  
**IBM 20MB**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,495 to \$2,695 with controller  
*(See Vendor Profile Page V-35)*

**UNIVATION**  
**V-EXT 20**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Victor Technologies 9000  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,900 with controller  
**Date First Installed:** 1982

**UNIVATION, INC.**  
**5 1/4" HARD DISK**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 33M bytes, Formatted  
**Average Access Time:** 155 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,050 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** Under 100

**UNIVATION, INC.**  
**SIRIUS COMPATIBLE 5 1/4" HARD DISK**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Victor Technologies 9000

# Rigid Disk Drives

20M to 40M Bytes • Under 20M Bytes

Capacity: 22M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$2,900 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: July 1983

## U.S. DESIGN CORP.

CS9 800/35  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: DEC QBus LSI-1;  
DEC POP-11; Intel Multibus  
Plug Compatibility: DEC RK07  
Capacity: 35M bytes, Formatted  
Average Access Time: 45 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Ansi 1226  
Price: \$7,000 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 350  
Date First Installed: August 1982  
(See Vendor Profile Page V-35)

## VERTEX PERIPHERALS, INC.

V130  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 30M bytes, Unformatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506; ST-506/412  
Price: \$1,850 without controller  
Distribution Method: End User; OEM  
Number Installed: Under 100  
Date First Installed: April 1983  
(See Vendor Profile Page V-36)

## VR DATA CORP.

PANTER  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Tandy TRS-80/II, TRS-80/III, TRS-80/4  
Capacity: 30M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,795 with controller  
Distribution Method: End User  
Number Installed: 1,650  
(See Vendor Profile Page V-36)

## WINCHESTER SYSTEMS, INC.

DATA SAFE DUAL 8 + 8 R  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Intel Inteltec; Intel MDS-800  
Plug Compatibility: Intel MDS-740  
Capacity: 32M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi; ST-506  
Price: \$8,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-37)

## WINCHESTER SYSTEMS, INC.

DATA SAFE 24  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Inteltec  
Plug Compatibility: Intel MDS-740  
Capacity: 24M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981

## WINCHESTER SYSTEMS, INC.

RMX-DUAL 8 + 8 R  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Intel RMX-86; Intel 86/300  
Capacity: 32M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi; ST-506  
Price: \$8,995 to \$11,995 with controller  
Distribution Method: End User  
Date First Installed: 1984

## XCOMP, INC.

PHD  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 26.6M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Price: \$3,395 without controller  
Distribution Method: End User  
Number Installed: 100 - 500  
Date First Installed: January 1984  
(See Vendor Profile Page V-37)

## XCOMP, INC.

PHD 8 x 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, PC/XT; Apple II, III, Osborne; Kaypro  
Capacity: 20.5M bytes, Unformatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SMD; ST-506; SMR, SMS, CDS, CDR  
Price: \$2,395 with controller  
Distribution Method: OEM; Third-Party

Date First Installed: September 1980

## XEBEC

XEBEC-8730  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Apple II; Apple IIe; Apple II+  
Capacity: 30M bytes, Formatted  
Transfer Rate: 600K bps  
Average Access Time: 50 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$4,000 with controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: May 1983

## 3M CO.

8432  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 20M bytes, Unformatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Ansi 1226  
Price: \$2,675 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: February 1981  
(See Vendor Profile Page V-38)

## Capacities Under 20M Bytes

## AMPEX CORP.

PYXIS 7  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 6.7M bytes, Unformatted  
Average Access Time: 90 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$950 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: October 1981  
(See Vendor Profile Page V-2)

## AMPEX CORP.

PYXIS 13  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 13.3M bytes, Unformatted  
Average Access Time: 90 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$1,110 without controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: 1981

## APPARAT, INC.

10MB IBM HARD DISK  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,995 with controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: July 1983  
(See Vendor Profile Page V-3)

## APPARAT, INC.

10MB RADIO SHACK HARD DISK  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Tandy  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,735 with controller  
Distribution Method: End User  
Date First Installed: July 1983

## APPARAT, INC.

15MB IBM HARD DISK  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$2,295 with controller  
Distribution Method: End User  
Date First Installed: July 1983

## APPLE COMPUTER, INC.

PROFILE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II  
Capacity: 5M bytes, Formatted  
Average Access Time: 95 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Parallel  
Price: \$2,195 with controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: November 1981  
(See Vendor Profile Page V-3)

## CAMEO ELECTRONICS, INC.

2010  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Victor Technologies  
9000; NEC APC  
Capacity: 10M bytes, Formatted  
Average Access Time: 15 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506

Price: \$2,295 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-5)

#### CAMEO ELECTRONICS, INC.

2015  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Victor Technologies 9000; NEC APC  
Capacity: 15M bytes, Formatted  
Average Access Time: 15 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,295 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: September 1982

#### CENTRAL DATA CORP.

D3001  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 9,000 hrs.  
Integral Controller: No  
Interface: Ansi  
Price: \$4,300 with controller  
Distribution Method: Third-Party  
Date First Installed: January 1981  
(See Vendor Profile Page V-6)

#### COGITO SYSTEMS

CG006  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; DEC; HP; Convergent Technologies  
Capacity: 5M bytes, Formatted  
Transfer Rate: 625K bps  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506; ST-412  
Price: \$300 without controller; 5400 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: June 1983  
(See Vendor Profile Page V-7)

#### COGITO SYSTEMS

CG912  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; DEC; HP; Convergent Technologies  
Capacity: 10M bytes, Formatted  
Transfer Rate: 625K bps  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506; ST-412  
Price: \$300 without controller; 5400 with controller  
Distribution Method: OEM; Third-Party

Number Installed: 5,000 - 10,000  
Date First Installed: June 1983

#### COMPUTER DYNAMICS, INC.

WIN-5  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Heath 89, 90; Apple II  
Capacity: 5M bytes, Unformatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 15,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Ansi 1226; Ansi X3T9.3; Shugart SA 1000; Sasi; SCSI; SMD; ST-506; Trident; S-100; STD  
Price: \$1,200 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1982  
(See Vendor Profile Page V-8)

#### COMPUTER MEMORIES, INC.

CM-3212 HALF-HEIGHT  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12.7M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,000 without controller  
Distribution Method: OEM  
Date First Installed: October 1984  
(See Vendor Profile Page V-8)

#### COMPUTER MEMORIES, INC.

CM-5206  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 6.3M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,000 without controller  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: July 1981

#### COMPUTER MEMORIES, INC.

CM-5412  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12M bytes, Unformatted  
Average Access Time: 77 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,050 without controller  
Distribution Method: OEM  
Number Installed: 10,000  
Date First Installed: July 1981

#### COMPUTER MEMORIES, INC.

CM-5519  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 19M bytes, Unformatted  
Average Access Time: 77 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506

Price: \$1,095 without controller  
Distribution Method: OEM  
Number Installed: 14,000  
Date First Installed: July 1981

#### COMPUTER MEMORIES, INC.

CM-6213  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 13M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,570 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1983

#### COMREX INTERNATIONAL

COMFLER CR-1510  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Epson QX-10  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Integral Controller: No  
Price: \$2,295 without controller  
Distribution Method: Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-9)

#### CORE, INC.

CORE 5115  
Disk Diameter: 8 in.  
Drive Type: Removable  
Compatibility: IBM 5110; IBM 5120; IBM PC  
Capacity: 10.6M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Price: \$6,995 with controller  
Distribution Method: End User; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: September 1982  
(See Vendor Profile Page V-9)

#### CORVUS SYSTEMS, INC.

CORVUS II  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple; IBM; Tandy TRS  
Capacity: 14M bytes, Unformatted  
Average Access Time: 72 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$3,495 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1980  
(See Vendor Profile Page V-9)

#### CORVUS SYSTEMS, INC.

CORVUS 6  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple; IBM; Tandy TRS  
Capacity: 7M bytes, Unformatted  
Average Access Time: 72 msec  
Maximum Drives/Controller: 4

Integral Controller: Yes  
Price: \$2,495 with controller  
Distribution Method: Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: December 1979

#### CORVUS SYSTEMS, INC.

OMNIDRIVE MODEL 5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh; DEC; TI; Corvus  
Capacity: 5.5M bytes, Unformatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 6,000 hrs.  
Integral Controller: Yes  
Interface: ST-506; ST-412  
Price: \$1,795 with controller  
Date First Installed: July 1984

#### CORVUS SYSTEMS, INC.

OMNIDRIVE MODEL 11  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh; DEC; TI; Corvus  
Capacity: 11.1M bytes, Unformatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 6,000 hrs.  
Integral Controller: Yes  
Interface: ST-506; ST-412  
Price: \$2,495 with controller  
Date First Installed: July 1984

#### CORVUS SYSTEMS, INC.

OMNIDRIVE MODEL 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple Macintosh; DEC; TI; Corvus  
Capacity: 16.6M bytes, Unformatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 6,000 hrs.  
Integral Controller: Yes  
Interface: ST-506; ST-412  
Price: \$3,195 with controller  
Date First Installed: July 1984

#### CROMEMCO, INC.

HD20  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 18M bytes, Formatted  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 3  
Integral Controller: No  
Price: \$3,995 with controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: March 1983  
(See Vendor Profile Page V-9)

#### CYNTHIA PERIPHERAL CORP.

D-120  
Disk Diameter: 10 1/2 in.  
Drive Type: Removable  
Compatibility: DEC; Tandy; Apple; IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi; SCSI

# Rigid Disk Drives

Under 20M Bytes

Price: \$2,000 without controller;  
\$4,000 with controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: 1978  
(See Vendor Profile Page V-9)

## CYNTHIA PERIPHERAL CORP.

D-140  
Disk Diameter: 10 1/2 in.  
Drive Type: Fixed/Removable  
Compatibility: DEC; Tandy; Apple;  
IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi; SCSI  
Price: \$3,100 without controller;  
\$4,900 with controller  
Distribution Method: End User  
Number Installed: 1,000 - 5,000  
Date First Installed: 1978

## DATA GENERAL CORP.

6220  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 65 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: DG Compatible  
Price: \$4,175 with controller  
Distribution Method: End User;  
OEM  
Date First Installed: August 1982  
(See Vendor Profile Page V-9)

## DATA GENERAL CORP.

6222  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 65 msec  
Integral Controller: Yes  
Interface: DG Compatible  
Price: \$5,600 with controller  
Distribution Method: End User;  
OEM  
Date First Installed: August 1982

## DATAMAC PERIPHERAL

PRODUCTS  
TRUSTOR 10  
Disk Diameter: 5 1/4 in.  
Drive Type: Removable  
Compatibility: IBM PC; Apple II;  
Compaq PC; Apple IIe  
Capacity: 10M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,450 with controller  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: November 1983  
(See Vendor Profile Page V-10)

## DATAMAX

DATAMAX WFD-1  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datamax UV-1;  
Datamax UV-1R  
Capacity: 5.5M bytes, Formatted

Average Access Time: 125 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$7,000 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: Under 100  
Date First Installed: June 1982  
(See Vendor Profile Page V-10)

## DATAPoint CORP.

9313  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datapoint  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Microbus  
Distribution Method: End User;  
OEM  
Date First Installed: October 1982  
(See Vendor Profile Page V-10)

## DATAPoint CORP.

9315  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Datapoint  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Microbus  
Price: \$7,495 with controller  
Distribution Method: End User  
Date First Installed: October 1982

## DAVON SYSTEMS, INC.

10011-010  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,095 with controller  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1982  
(See Vendor Profile Page V-11)

## DAVON SYSTEMS, INC.

10011-015  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,695 with controller  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1982

## DAVON SYSTEMS, INC.

10011-005  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 5M bytes, Formatted  
Average Access Time: 110 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,845 with controller

Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: June 1982

## DIGITAL EQUIPMENT CORP.

RD50  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow 10  
Capacity: 5M bytes, Formatted  
Average Access Time: 170 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Price: \$2,695 with controller  
Distribution Method: End User  
Date First Installed: 1983  
(See Vendor Profile Page V-11)

## DIGITAL EQUIPMENT CORP.

RD51  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Professional 350  
Capacity: 10M bytes, Formatted  
Average Access Time: 170 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Price: \$2,985 with controller  
Distribution Method: End User  
Date First Installed: 1983

## DISCTRON, INC.

D-100  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable  
Capacity: 10M bytes, Formatted  
Average Access Time: 60 msec  
Mean Time Between Failure: 6,000  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,580 without controller;  
\$2,355 with controller  
Distribution Method: OEM  
Number Installed: 10,000 - 50,000  
Date First Installed: December 1981  
(See Vendor Profile Page V-12)

## DMA SYSTEMS CORP.

MICRO-MAGNUM 5/5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 10M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$2,200 without controller  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: October 1982  
(See Vendor Profile Page V-12)

## DRIVES, INC.

WINCHESTER DRIVE SUBSYSTEM  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; TI 99/4A; TI  
Professional; Tandy TRS-80  
Capacity: 19.1M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506

Price: \$1,395 with controller  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
(See Vendor Profile Page V-12)

## EICON RESEARCH, INC.

DISCACH 10MB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: NEC; Apple II; Apple  
II+; IBM PC  
Capacity: 10M bytes, Formatted  
Mean Time Between Failure:  
12,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: SCSI  
Price: \$3,350 without controller;  
\$3,695 with controller  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: June 1983  
(See Vendor Profile Page V-13)

## FALCON TECHNOLOGY

PC EXTENDER 10MB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: Third-Party  
Number Installed: 100 - 500  
Date First Installed: December 1983  
(See Vendor Profile Page V-14)

## FALCON TECHNOLOGY

PC EXTENDER 15MB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Distribution Method: Third-Party  
Date First Installed: December 1983

## FOURTH DIMENSION

SYSTEMS  
HARD DISK 10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 50 msec  
Mean Time Between Failure:  
11,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$1,295 without controller  
Distribution Method: Third-Party  
Number Installed: 1,500  
Date First Installed: November 1983  
(See Vendor Profile Page V-14)

## FUJITSU AMERICA, INC.

M2230AT (HALF-HIGH)  
Disk Diameter: 5 1/4 in.

**Drive Type:** Fixed  
**Capacity:** 6.7M bytes, Formatted  
**Average Access Time:** 95 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$1,050 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Date First Installed:** 1984  
*(See Vendor Profile Page V-15)*

**FUJITSU AMERICA, INC.**  
**M2323**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 13.3M bytes, Formatted  
**Average Access Time:** 83 msec  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$1,050 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1983

**FUJITSU AMERICA, INC.**  
**M2233AT (HALF-HIGH)**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 13.3M bytes, Unformatted  
**Average Access Time:** 95 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; Shugart SA 4000  
**Price:** \$1,350 without controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** 1984

**GENIE COMPUTER CORP.**  
**GENIE 5+5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC-XT; Apple II+; TI Professional  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$3,995 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** December 1982  
*(See Vendor Profile Page V-15)*

**GENIE COMPUTER CORP.**  
**GENIE 10+**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** TI Professional; IBM PC/XT; Apple  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 97 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$2,495 with controller  
**Date First Installed:** August 1984

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
**SUPERIOR SUBSYSTEM-10**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$1,495 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-15)*

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
**SUPERIOR SUBSYSTEM-23**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$2,249 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1983

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
**THE STOWAWAY**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 50 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$1,295 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1983

**HEWLETT-PACKARD CO.**  
**7908 P/R**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** HP 1000, 250, 9000, 200 Series  
**Capacity:** 16.5M bytes, Formatted  
**Average Access Time:** 50 msec  
**Integral Controller:** Yes  
**Interface:** HP-IB; IEEE-488  
**Price:** \$9,900 with controller  
**Distribution Method:** End User  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1981  
*(See Vendor Profile Page V-16)*

**HEWLETT-PACKARD CO.**  
**9134A**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** HP 80, 100, 200, 9825T  
**Capacity:** 4.6M bytes, Formatted  
**Average Access Time:** 168 msec

**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** HP-IB; IEEE-488  
**Price:** \$3,500 with controller  
**Distribution Method:** End User  
**Number Installed:** 1,000 - 5,000

**HEWLETT-PACKARD CO.**  
**9134A OPT. 010**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** HP 86, 87; HP 200 Series  
**Capacity:** 4.8M bytes, Formatted  
**Average Access Time:** 168 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** HP-IB; IEEE-488  
**Price:** \$4,500 with controller  
**Distribution Method:** End User  
**Number Installed:** 100 - 500

**I12 INTERFACE, INC.**  
**I12 VM 10P**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 10.6M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,095 without controller;  
 \$1,395 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-17)*

**I12 INTERFACE, INC.**  
**I12 VM 15P**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 15.9M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,095 without controller;  
 \$1,395 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1982

**I12 INTERFACE, INC.**  
**I12 VM 3P**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 3.3M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,095 without controller;  
 \$1,395 with controller

**Distribution Method:** OEM; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1982

**IRWIN MAGNETICS SYSTEMS, INC.**  
**416**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 16M bytes, Unformatted  
**Average Access Time:** 33 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 8  
**Integral Controller:** Yes  
**Interface:** Irwin  
**Price:** \$1,800 without controller;  
 \$2,800 with controller  
**Distribution Method:** OEM  
**Date First Installed:** 1981  
*(See Vendor Profile Page V-19)*

**IRWIN MAGNETICS SYSTEMS, INC.**  
**516**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 16M bytes, Unformatted  
**Average Access Time:** 33 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 8  
**Integral Controller:** Yes  
**Interface:** Irwin  
**Price:** \$2,500 without controller;  
 \$3,700 with controller  
**Distribution Method:** OEM  
**Date First Installed:** 1981

**LAPINE TECHNOLOGY, INC.**  
**RANGER 3521**  
**Disk Diameter:** 3 1/2 in.  
**Drive Type:** Fixed  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-506/412  
**Price:** \$895 with controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-19)*

**LAPINE TECHNOLOGY, INC.**  
**RANGER 3522**  
**Disk Diameter:** 3 1/2 in.  
**Drive Type:** Fixed  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-506/412  
**Price:** \$995 with controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1984

**MAYNARD ELECTRONICS**  
**APPOLLO WSIA**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 3.0M bytes, Formatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Maximum Drives/Controller:** 2

# Rigid Disk Drives

Under 20M Bytes

**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$2,995 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** June 1984  
 (See Vendor Profile Page V-20)

**MAYNARD ELECTRONICS**  
**GEMINI WSIG**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10.4M bytes, Unformatted  
**Average Access Time:** 16 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,395 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** February 1984

**MAYNARD ELECTRONICS**  
**MAYNARD WSI**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 105 msec  
**Mean Time Between Failure:** 14,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,395 with controller  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** August 1983

**MEMOREX CORP.**  
**501**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 11.7M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Shugart SA 4000  
**Price:** \$1,920 without controller  
**Distribution Method:** OEM  
**Date First Installed:** September 1980  
 (See Vendor Profile Page V-21)

**MEMOREX CORP.**  
**321**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 6.7M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$990 without controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1983

**MEMOREX CORP.**  
**322**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed  
**Capacity:** 13.2M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,190 without controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1983

**MICROCOMPUTER**  
**MEMORIES, INC.**  
**M105**  
**Disk Diameter:** 3 1/2 in.  
**Drive Type:** Fixed  
**Capacity:** 6.3M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$900 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** March 1984  
 (See Vendor Profile Page V-21)

**MICROCOMPUTER**  
**MEMORIES, INC.**  
**M112**  
**Disk Diameter:** 3 1/2 in.  
**Drive Type:** Fixed  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$1,000 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** March 1984

**MICRO DATA SYSTEMS**  
**EZ 825**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Zenith Z89; Xerox 1;  
 Xerox S-100  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 16,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,995 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** December 1981  
 (See Vendor Profile Page V-21)

**MICRO DATA SYSTEMS**  
**EZ 835**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Zenith Z89; Xerox 1;  
 Xerox 5100  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 16,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,495 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500

**Date First Installed:** March 1982

**MICRO-DESIGN**  
**DATA 5 + 5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-506  
**Price:** \$3,495 with controller  
**Distribution Method:** End User;  
 Third-Party  
**Number Installed:** 50  
 (See Vendor Profile Page V-21)

**MICRO-DESIGN**  
**DATA 11**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 11M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-506  
**Distribution Method:** End User;  
 Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** August 1984

**MICRO-DESIGN**  
**PRO-10**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,299 with controller  
**Distribution Method:** End User;  
 Third-Party  
**Number Installed:** 500 - 1,000  
**Date First Installed:** January 1984

**MICRO-DESIGN**  
**SQ-510**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-506  
**Price:** \$2,995 with controller  
**Distribution Method:** End User;  
 Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1984

**MICRO MAINFRAME**  
**MFF/12**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Tandy TRS-80  
**Capacity:** 11M bytes, Formatted  
**Average Access Time:** 20 msec  
**Maximum Drives/Controller:** 2

**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$1,695 with controller  
**Distribution Method:** OEM; Third-Party  
 (See Vendor Profile Page V-21)

**MICROPOLIS CORP.**  
**1221**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 8.9M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** Micropolis  
**Price:** \$2,689 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** November 1979  
 (See Vendor Profile Page V-22)

**MICROSCIENCE**  
**INTERNATIONAL CORP.**  
**MODEL HH612**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 1,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 5,000 - 10,000  
**Date First Installed:** January 1982  
 (See Vendor Profile Page V-22)

**MINISCRIBE CORP.**  
**2012**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Capacity:** 12.8M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$640 without controller  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000  
**Date First Installed:** December 1981  
 (See Vendor Profile Page V-22)

**MINISCRIBE CORP.**  
**3212 HALF-HEIGHT**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Capacity:** 12.8M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$606 without controller  
**Distribution Method:** OEM  
**Number Installed:** 20,000  
**Date First Installed:** 1984

**MINISCRIBE CORP.**  
**3412 HALF-HEIGHT**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed  
**Capacity:** 12M bytes, Unformatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$636 without controller  
**Distribution Method:** OEM  
**Number Installed:** 20,000  
**Date First Installed:** 1984

**MINISCRIBE CORP.**  
**3012**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Average Access Time:** 155 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-412  
**Price:** \$606 without controller  
**Distribution Method:** OEM  
**Number Installed:** More than 50,000  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-22)*

**MITSUBA CORP.**  
**HD-10M**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Mean Time Between Failure:** 14,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$1,250 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000 - 5,000  
*(See Vendor Profile Page V-22)*

**MITSUBISHI ELECTRONICS AMERICA, INC.**  
**MR 521**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$975 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-22)*

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-445-02**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple; Apple II+  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-412  
**Price:** \$2,495 with controller  
**Distribution Method:** End User  
*(See Vendor Profile Page V-23)*

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-445-03**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed

**Compatibility:** Apple I; Apple II+  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-419  
**Price:** \$2,995 with controller  
**Distribution Method:** OEM  
**Date First Installed:** October 1982

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-482-02**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-412  
**Price:** \$2,395 with controller  
**Distribution Method:** End User

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-482-03**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-419  
**Price:** \$2,795 to \$2,995 with controller  
**Distribution Method:** OEM  
**Date First Installed:** October 1982

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-492-03**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple III  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-419  
**Price:** \$2,995 with controller  
**Distribution Method:** OEM  
**Date First Installed:** October 1982

**MOUNTAIN COMPUTER, INC.**  
**DDS-01-494-02**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple III  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-412  
**Price:** \$2,495 with controller  
**Distribution Method:** End User  
**Date First Installed:** October 1982

**MYARC, INC.**  
**WDS/100-10**  
**Disk Diameter:** 5 1/4 in.

**Drive Type:** Fixed  
**Compatibility:** TI 99/4A  
**Capacity:** 10M bytes, Formatted  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,199 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983  
*(See Vendor Profile Page V-23)*

**MYARC, INC.**  
**WDS/100-15**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** TI 99/4A  
**Capacity:** 15M bytes, Formatted  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,199 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983

**MYARC, INC.**  
**WDS/100-5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** TI 99/4A  
**Capacity:** 5M bytes, Formatted  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$1,899 with controller  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1983

**NEC INFORMATION SYSTEMS**  
**5214**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 5  
**Integral Controller:** Yes  
**Interface:** ST-738  
**Price:** \$915 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** April 1983  
*(See Vendor Profile Page V-24)*

**NEC INFORMATION SYSTEMS**  
**D5224**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 10.1M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 5  
**Integral Controller:** Yes  
**Interface:** ST-738  
**Price:** \$1,180 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** April 1983

**NEC INFORMATION SYSTEMS**  
**D5234**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 15.2M bytes, Formatted  
**Average Access Time:** 85 msec

**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 5  
**Integral Controller:** Yes  
**Interface:** ST-738  
**Price:** \$1,250 with controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** April 1983

**NESTAR SYSTEMS, INC.**  
**PLAN 3000 MODEL 18 FILE SERVER**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Apple II; Apple III; IBM PC  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 25,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Arcnet  
**Price:** \$10,000 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 100 - 500  
*(See Vendor Profile Page V-24)*

**NEW WORLD COMPUTER CO., INC.**  
**TURBO-DISC**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT; Columbia; Corona  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 16 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506; ST-412  
**Price:** \$2,950 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 50  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-24)*

**ONYX & IMI**  
**5006H**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 6.3M bytes, Unformatted  
**Average Access Time:** 68 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$900 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 10,000 - 50,000  
**Date First Installed:** July 1982  
*(See Vendor Profile Page V-25)*

**ONYX & IMI**  
**5012H**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Plug Compatibility:** ST-412  
**Capacity:** 12.7M bytes, Unformatted  
**Average Access Time:** 88 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2

# Rigid Disk Drives

Under 20M Bytes

**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$950 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** More than 50,000  
**Date First Installed:** July 1982

**ONYX & IMI**  
**501BH**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 19.1M bytes, Unformatted  
**Average Access Time:** 68 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$995 without controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** More than 50,000  
**Date First Installed:** July 1982

**ONYX & IMI**  
**7710**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 12.5M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Interface:** Anal X3T9.3; IMI Bus  
**Price:** \$1,700 with controller  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 20,000  
**Date First Installed:** June 1978

**OTARI DATA, INC.**  
**C-507**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 79 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$4,180 with controller  
**Distribution Method:** OEM  
**Number Installed:** 500 - 1,000  
**Date First Installed:** December 1982  
*(See Vendor Profile Page V-25)*

**OTARI DATA, INC.**  
**C-514**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 79 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$580 with controller  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** December 1982

**OTARI DATA, INC.**  
**C-519**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 79 msec

**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$680 with controller  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** December 1982

**OTARI DATA, INC.**  
**PWH-107**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 79 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-412  
**Price:** \$450 with controller  
**Distribution Method:** OEM  
**Number Installed:** 500 - 1,000  
**Date First Installed:** December 1982

**PERCOM DATA CORP.**  
**M-100**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 330 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,695 with controller  
**Distribution Method:** OEM  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-26)*

**PERCOM DATA CORP.**  
**PHD 5/5A**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Tandy TRS-80; IBM PC; Apple II  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Western Digital  
**Price:** \$895 with controller  
**Distribution Method:** OEM; Third-Party

**PERCOM DATA CORP.**  
**PHD 10/10A**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Tandy TRS-80; IBM PC; Apple II  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 80 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Interface:** Western Digital  
**Price:** \$1,395 with controller  
**Distribution Method:** OEM; Third-Party

**PERSONAL MICRO COMPUTERS, INC.**  
**HDD H510**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 11M bytes, Formatted  
**Average Access Time:** 50 msec

**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$1,795 without controller  
**Distribution Method:** End User; Third-Party  
*(See Vendor Profile Page V-26)*

**PH-ASSOCIATES, INC.**  
**DSS-10B**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** Northstar Advantage; Apple; IBM PC; Zilog Z-80; Tandy TRS-80  
**Capacity:** 10M bytes, Formatted  
**Transfer Rate:** 625K bps  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$2,295 with controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** May 1983  
*(See Vendor Profile Page V-26)*

**PROCOMP SYSTEMS, INC.**  
**TRUSTOR-10**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Apple II; Procomp  
**Capacity:** 10M bytes, Unformatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 3,500 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$1,450 with controller  
**Distribution Method:** End User; OEM  
**Date First Installed:** 1982  
*(See Vendor Profile Page V-27)*

**Q D P COMPUTER SYSTEMS**  
**M-100**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 330 msec  
**Mean Time Between Failure:** 20,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,695 with controller  
**Distribution Method:** OEM  
**Number Installed:** Under 100  
**Date First Installed:** July 1984  
*(See Vendor Profile Page V-28)*

**QUALOGY**  
**DSO 770-10**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** Intel Multibus  
**Capacity:** 10M bytes, Unformatted  
**Average Access Time:** 50 msec  
**Maximum Drives/Controller:** 5  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Price:** \$4,095 with controller  
**Distribution Method:** End User; OEM

*(See Vendor Profile Page V-28)*

**QUANTUM CORP.**  
**Q2010**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Capacity:** 10.8M bytes, Unformatted  
**Average Access Time:** 55 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Shugart SA 1000  
**Distribution Method:** OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** June 1981  
*(See Vendor Profile Page V-28)*

**QUCEC, INC.**  
**DSK-40**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 120 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$1,999 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-28)*

**QUCEC, INC.**  
**DSK-62**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 85 msec  
**Mean Time Between Failure:** 5,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,499 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** January 1982

**QUCEC, INC.**  
**DSK-63**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 16M bytes, Formatted  
**Average Access Time:** 120 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Price:** \$2,799 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 1,000 - 5,000

**QUCEC, INC.**  
**DSK-82**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 15M bytes, Formatted  
**Average Access Time:** 85 msec

Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$3,799 with controller  
Distribution Method: Third-Party

#### QUENTIN RESEARCH, INC. QA-505

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II; Apple II+;  
Apple IIe; IBM PC, PC/XT  
Capacity: 5M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.

Integral Controller: No  
Price: \$1,995 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: May 1983  
(See Vendor Profile Page V-28)

#### QUENTIN RESEARCH, INC. QA-510

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II; Apple II+;  
Apple IIe; IBM PC, PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,195 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: May 1983

#### QUENTIN RESEARCH, INC. QA-515

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Apple II; Apple II+;  
Apple IIe; IBM PC, PC/XT  
Capacity: 15M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.

Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,495 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1984

#### RODIME CORP. R0201

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 90 msec  
Mean Time Between Failure: 12,000 hrs.

Integral Controller: No  
Interface: ST-506  
Price: \$775 to \$990 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-30)

#### RODIME CORP. R0202

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Mean Time Between Failure: 90 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$930 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1982

#### RODIME CORP. R0203

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 90 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,110 to \$1,460 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: January 1982

#### RODIME CORP. R0352

Disk Diameter: 3 1/2 in.  
Drive Type: Fixed  
Compatibility: ST 506  
Capacity: 10M bytes, Formatted  
Transfer Rate: 625K bps  
Average Access Time: 92 msec  
Mean Time Between Failure: 12,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$2,250 to \$1,245 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: April 1983

#### SEAGATE TECHNOLOGY ST-212

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10.0M bytes, Formatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 11,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Distribution Method: OEM; Third-Party  
Date First Installed: 1983  
(See Vendor Profile Page V-31)

#### SEAGATE TECHNOLOGY ST-408

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 5M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$720 without controller  
Distribution Method: OEM; Third-Party

Date First Installed: 1982

#### SEAGATE TECHNOLOGY ST-412

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$900 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: February 1982

#### SEAGATE TECHNOLOGY ST-419

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 15M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 11,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: No  
Interface: ST-506  
Price: \$1,065 without controller  
Distribution Method: OEM; Third-Party

#### STANDARD DATA CORP. SDC 10

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Zenith Z/100  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Distribution Method: OEM; Third-Party  
Date First Installed: September 1983  
(See Vendor Profile Page V-32)

#### STANDARD DATA CORP. SDC 15

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC/XT; Zenith Z100  
Capacity: 15M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure: 5,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: Sasi  
Distribution Method: OEM; Third-Party  
Date First Installed: September 1983

#### STAR TECHNOLOGIES, INC. DART WINCHESTER SUBSYSTEM

10M5  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 4  
Integral Controller: Yes

Price: \$4,500 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1981  
(See Vendor Profile Page V-32)

#### STOREX CORP. SX322

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; IBM PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI  
Price: \$2,295 with controller  
Distribution Method: End User; Third-Party  
Date First Installed: August 1983  
(See Vendor Profile Page V-32)

#### STOREX CORP. SX410

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: IBM PC; IBM PC/XT  
Capacity: 10M bytes, Formatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: SCSI  
Price: \$3,995 with controller  
Distribution Method: End User; Third-Party  
Date First Installed: August 1983

#### SUNOL SYSTEMS, INC. SSD 8

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Epson; Apple; Victor Technologies  
Capacity: 8M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$1,995 without controller; \$2,220 with controller  
Date First Installed: August 1983  
(See Vendor Profile Page V-33)

#### SUNOL SYSTEMS, INC. SSD 16

Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM; Epson; Apple; Victor Technologies  
Capacity: 16M bytes, Formatted  
Average Access Time: 70 msec  
Mean Time Between Failure: 40,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Price: \$2,495 without controller; \$2,720 with controller  
Date First Installed: August 1983

#### SYSTEMS PERIPHERALS CONSULTANTS

DISKETTE JR 101  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed

# Rigid Disk Drives

Under 20M Bytes

Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 30 msec  
Mean Time Between Failure:  
10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes  
Interface: ST-406  
Distribution Method: End User;  
Third-Party  
Number Installed: 150  
(See Vendor Profile Page V-33)

## TANDON CORP.

TM501  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 6.4M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983  
(See Vendor Profile Page V-33)

## TANDON CORP.

TM502  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 12.8M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983

## TANDON CORP.

TM503  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 19.1M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: January 1983

## TANDON CORP.

TM602  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 6.4M bytes, Unformatted  
Average Access Time: 153 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

## TANDON CORP.

TM602SE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 9.8M bytes, Unformatted  
Average Access Time: 210 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

## TANDON CORP.

TM603  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 9.8M bytes, Unformatted

Average Access Time: 153 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

## TANDON CORP.

TM603SE  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 14.4M bytes, Unformatted  
Average Access Time: 210 msec  
Mean Time Between Failure:  
11,000 hrs.  
Integral Controller: No  
Distribution Method: OEM  
Date First Installed: April 1980

## TECMAR, INC.

WINCHESTER SHARE/10  
EXPANSION  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Columbia;  
Eagle; Televideo  
Plug Compatibility: TI  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Interface: ST-506  
Price: \$2,795 with controller  
Date First Installed: March 1982  
(See Vendor Profile Page V-34)

## TECMAR, INC.

WINCHESTER SHARE/15  
EXPANSION  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Columbia;  
Eagle; Televideo  
Plug Compatibility: TI  
Capacity: 16M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$3,195 with controller  
Distribution Method: Third-Party

## TEXAS INSTRUMENTS, INC.

WD 500  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: TI, TI 651  
Capacity: 10M bytes, Formatted  
Average Access Time: 87 msec  
Maximum Drives/Controller: 8  
Integral Controller: Yes  
Price: \$9,000 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-35)

## TEXAS INSTRUMENTS, INC.

WD 800/18  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Compatibility: TI 300, 600, 800  
Capacity: 18.5M bytes, Formatted  
Average Access Time: 42 msec  
Integral Controller: Yes  
Price: \$14,700 with controller  
Distribution Method: OEM  
Date First Installed: April 1982

## THOUGHTWORKS, INC.

DATA FILE 10M  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Sanyo MBC Series;  
Zenith Z100; IBM PC  
Capacity: 10M bytes, Formatted  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,295 with controller  
Distribution Method: End User;  
Third-Party  
Number Installed: 2,000  
(See Vendor Profile Page V-35)

## TRAK MICROCOMPUTER

CORP.  
COMMANDER 5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Zenith 100; IBM PC;  
Apple  
Capacity: 5M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$1,895 with controller  
Distribution Method: Third-Party  
Number Installed: 600  
Date First Installed: November 1982  
(See Vendor Profile Page V-35)

## TRAK MICROCOMPUTER

CORP.  
COMMANDER 10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; IBM  
Capacity: 10M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,195 with controller  
Distribution Method: Third-Party  
Number Installed: 600  
Date First Installed: November 1982

## TRAK MICROCOMPUTER

CORP.  
COMMANDER 15  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Zenith 100; IBM PC  
Capacity: 15M bytes, Formatted  
Average Access Time: 72 msec  
Mean Time Between Failure: 8,000  
hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506  
Price: \$2,595 with controller  
Distribution Method: Third-Party  
Number Installed: 600  
Date First Installed: November 1982

## TRANTOR SYSTEMS LTD.

TRANTOR TSL-5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Osborne 1; Osborne

Executive; Apple II; Franklin Ace 100  
Capacity: 5M bytes, Unformatted  
Average Access Time: 23 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$2,395 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: September  
1982  
(See Vendor Profile Page V-35)

## TRANTOR SYSTEMS LTD.

TRANTOR TSL-10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Osborne 1; Osborne  
Executive; Apple II; Franklin Ace 100  
Capacity: 10M bytes, Unformatted  
Average Access Time: 23 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$2,895 with controller  
Distribution Method: OEM  
Number Installed: Under 100

## TRANTOR SYSTEMS LTD.

TRANTOR TSL-15  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Osborne 1; Osborne  
Executive; Apple II; Franklin Ace 100  
Capacity: 15M bytes, Unformatted  
Average Access Time: 23 msec  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: IEEE-48  
Price: \$3,395 with controller  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: 1982

## UNIVATION

DHD 11-192  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes  
Price: \$2,675 with controller  
(See Vendor Profile Page V-35)

## UNIVATION

DHD 11-320  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes  
Price: \$2,950 with controller

## UNIVATION

DHD 11-384  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure:  
10,000 hrs.  
Integral Controller: Yes

Price: \$3,085 with controller

#### UNIVATION

DHD 11-448  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Price: \$3,220 with controller

#### UNIVATION

DHD 11-64  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Price: \$2,375 with controller

#### UNIVATION

IBM 10MB  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC  
Capacity: 10M bytes, Formatted  
Average Access Time: 80 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: Yes  
Price: \$1,845 to \$2,045 with controller  
Date First Installed: 1982

#### UNIVATION, INC.

RAINBOW-COMPATIBLE 5 1/4" HARD DISK  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: DEC Rainbow 100  
Capacity: 11.2M bytes, Formatted  
Average Access Time: 155 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: Yes  
Price: \$2,949 without controller  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: June 1983

#### WINCHESTER SYSTEMS, INC.

DATA SAFE DUAL 8  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Inteltec  
Plug Compatibility: Intel MDS-740  
Capacity: 8M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$4,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
(See Vendor Profile Page V-37)

#### WINCHESTER SYSTEMS, INC.

DATA SAFE 8 + 8 R  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable

Compatibility: Intel Inteltec; Intel MDS-800  
Plug Compatibility: Intel MDS-740  
Capacity: 16M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$8,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981

#### WINCHESTER SYSTEMS, INC.

DATA SAFE 16  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: Intel Inteltec  
Capacity: 16M bytes, Unformatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 12,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: ST-506  
Price: \$4,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: 500 - 1,000  
Date First Installed: 1981

#### WINCHESTER SYSTEMS, INC.

RMX-8 + 8 R  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Compatibility: Intel RMX-86; Intel 86/300  
Capacity: 16M bytes, Unformatted  
Average Access Time: 40 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: Sasi; ST-506  
Price: \$8,995 to \$11,995 with controller  
Distribution Method: End User  
Number Installed: Under 100  
Date First Installed: 1984

#### XCOMP, INC.

PHD 5 X 5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC, PC/XT; Apple II, II+, Osborne; Kaypro  
Capacity: 10M bytes, Formatted  
Average Access Time: 120 msec  
Mean Time Between Failure: 8,000 hrs.  
Maximum Drives/Controller: 1  
Integral Controller: Yes  
Interface: SMD; ST-506; SMR, SMS, CDS, CDR  
Price: \$2,195 without controller  
Distribution Method: OEM; Third-Party  
Date First Installed: 1980  
(See Vendor Profile Page V-37)

#### XEBEC

XEBEC-9705  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Apple II; Apple II+; Apple IIE

Capacity: 5M bytes, Formatted  
Transfer Rate: 500K bps  
Average Access Time: 72 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,650 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1982  
(See Vendor Profile Page V-37)

#### XEBEC

XEBEC-9710  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM PC; Apple II; Apple IIE; Apple II+  
Capacity: 10M bytes, Formatted  
Transfer Rate: 600K bps  
Average Access Time: 90 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: Sasi  
Price: \$1,750 with controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000

#### XEBEC

XEBEC-9800  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: HP 3000, 80, 120, 250  
Plug Compatibility: HP 9134  
Capacity: 5M bytes, Formatted  
Transfer Rate: 600K bps  
Average Access Time: 90 msec  
Mean Time Between Failure: 6,000 hrs.  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Interface: ST-506; IEEE-488  
Price: \$2,000 with controller  
Distribution Method: Third-Party  
Number Installed: 1,000  
Date First Installed: June 1981

#### 3M CO.

8431  
Disk Diameter: 8 in.  
Drive Type: Fixed  
Capacity: 10M bytes, Unformatted  
Average Access Time: 65 msec  
Mean Time Between Failure: 10,000 hrs.  
Integral Controller: No  
Interface: Ansi 1226  
Price: \$2,345 without controller  
Distribution Method: OEM  
Number Installed: 100 - 500  
(See Vendor Profile Page V-38)

### Rigid Disk Drives (Non-Winchester)

#### AMCODYNE, INC.

ARAPHO 7110  
Disk Diameter: 8 in.  
Drive Type: Fixed/Removable

Compatibility: SMD  
Plug Compatibility: CDC 9457  
Capacity: 53.2M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: SMD  
Price: \$4,550 without controller  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1983  
(See Vendor Profile Page V-2)

#### APPARAT, INC.

30MB IBM HARD DISK  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Compatibility: IBM  
Capacity: 30M bytes, Formatted  
Average Access Time: 45 msec  
Maximum Drives/Controller: 2  
Integral Controller: Yes  
Price: \$3,395 with controller  
Distribution Method: Third-Party  
(See Vendor Profile Page V-2)

#### ATASI CORP.

3075  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 75M bytes, Unformatted  
Average Access Time: 30 msec  
Integral Controller: No  
Interface: ST-506  
Price: \$2,700 without controller  
Distribution Method: OEM  
Date First Installed: 1984  
(See Vendor Profile Page V-3)

#### ATHENAUS TECHNOLOGY, INC.

AEGIS 10 10  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed/Removable  
Capacity: 27.2M bytes, Unformatted  
Average Access Time: 35 msec  
Mean Time Between Failure: 8,000 hrs.  
Integral Controller: No  
Interface: ST-506  
Price: \$1,300 without controller  
Distribution Method: OEM  
Date First Installed: April 1984  
(See Vendor Profile Page V-3)

#### AXLON, INC.

RAM DISK 320  
Drive Type: Fixed  
Compatibility: Apple  
Capacity: 320K bytes, Formatted  
Transfer Rate: 48K bps  
Integral Controller: No  
Price: \$999 without controller  
Distribution Method: OEM  
Number Installed: 14,000  
Date First Installed: January 1982  
(See Vendor Profile Page V-4)

#### CAMEO ELECTRONICS, INC.

SERIES 5  
Disk Diameter: 5 1/4 in.  
Drive Type: Fixed  
Capacity: 24M bytes, Formatted  
Average Access Time: 85 msec  
Mean Time Between Failure: 10,000 hrs.  
Maximum Drives/Controller: 4  
Integral Controller: Yes

# Rigid Disk Drives

Non-Winchester

**Interface:** ST-506  
**Price:** \$4,495 without controller  
**Distribution Method:** Third-Party  
**Number Installed:** Under 100  
*(See Vendor Profile Page V-5)*

**CAMEO ELECTRONICS, INC.**  
**SERIES 1000 LYNX**  
**Disk Diameter:** 8 in.  
**Drive Type:** Removable  
**Compatibility:** Apple II; Victor Technologies 9000; Franklin Ace; NEC APC  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 60 msec  
**Mean Time Between Failure:** 6,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Disctron  
**Price:** \$5,995 with controller  
**Distribution Method:** Third-Party  
**Number Installed:** 100 - 500

**CONTROL DATA CORP.**  
**CDC 9412 WINDSOR**  
**Disk Diameter:** 8 in.  
**Drive Type:** Removable  
**Capacity:** 80M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** SMD; LDI; ISI  
**Distribution Method:** OEM  
**Number Installed:** Under 100  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-8)*

**CONTROL DATA CORP.**  
**CDC 9415-80 WREN**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed  
**Capacity:** 80M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 3  
**Integral Controller:** No  
**Interface:** ST-506; FDI; LDI; ISI; SMD  
**Distribution Method:** OEM  
**Date First Installed:** October 1983

**CONTROL DATA CORP.**  
**CDC 9445 LARK**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Capacity:** 16M bytes, Formatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 7,500 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** SMD; LDI; ISI  
**Price:** \$2,345 without controller  
**Distribution Method:** OEM  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** 1981

**DMA SYSTEMS CORP.**  
**MICRO-MAGNUM 11R**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Capacity:** 11M bytes, Formatted  
**Average Access Time:** 480 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No

**Interface:** ST-506  
**Price:** \$2,200 without controller  
**Distribution Method:** OEM  
**Number Installed:** 20  
**Number Installed:** Under 100  
**Date First Installed:** May 1984  
*(See Vendor Profile Page V-12)*

**GENIE COMPUTER CORP.**  
**GENIE X5A**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC/XT; Apple II+; TI Professional  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** Yes  
**Interface:** Sasi  
**Price:** \$3,295 with controller  
**Distribution Method:** End User;  
**OEM:** Third-Party  
**Number Installed:** 100 - 500  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-15)*

**IOmega CORP.**  
**ALPHA-10**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** Sasi; SCSI  
**Price:** \$795 without controller;  
**\$1,745 with controller**  
**Distribution Method:** OEM  
**Number Installed:** 500 - 1,000  
**Date First Installed:** October 1981  
*(See Vendor Profile Page V-19)*

**IOmega CORP.**  
**ALPHA-10 SUBSYSTEM**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 10M bytes, Unformatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** Sasi; SCSI  
**Distribution Method:** Third-Party

**IOmega CORP.**  
**BETA-5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Plug Compatibility:** OMTI 20C  
**Capacity:** 5.2M bytes, Formatted  
**Average Access Time:** 15 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506; ST-706  
**Price:** \$895 without controller  
**Distribution Method:** OEM

**MEMOREX CORP.**  
**410**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable

**Capacity:** 12.8M bytes, Unformatted  
**Average Access Time:** 40 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$2,250 without controller  
**Distribution Method:** OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** February 1983  
*(See Vendor Profile Page V-21)*

**MEMOREX CORP.**  
**450**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** Memorex 450 Disk  
**Capacity:** 10.6M bytes, Formatted  
**Average Access Time:** 8 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** No  
**Interface:** ST 506/412  
**Price:** \$1,480 without controller  
**Distribution Method:** End User  
**Date First Installed:** June 1984

**MICRO-DESIGN**  
**DATA 5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 65 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-506  
**Price:** \$2,995 with controller  
**Distribution Method:** End User;  
**Third-Party**  
**Number Installed:** 50  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-21)*

**MICRO-DESIGN**  
**DATA 10**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 45 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Interface:** ST-506  
**Price:** \$2,295 with controller  
**Distribution Method:** End User;  
**Third-Party**  
**Number Installed:** Under 100  
**Date First Installed:** July 1984

**MICRO-DESIGN**  
**SO-5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$1,795 with controller  
**Distribution Method:** End User;  
**Third-Party**  
**Number Installed:** Under 100  
**Date First Installed:** December 1983

**MICRO-DESIGN**  
**SO-55**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM; Apple; Tandy  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Interface:** ST-506  
**Price:** \$2,695 with controller  
**Distribution Method:** End User;  
**Third-Party**  
**Date First Installed:** January 1984

**MILTOPE CORP.**  
**MILTOPE/IOmega ALPHA 10**  
**Disk Diameter:** 8 in.  
**Drive Type:** Removable  
**Capacity:** 10M bytes, Formatted  
**Average Access Time:** 35 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** SCSI  
**Price:** \$12,000 with controller  
**Distribution Method:** OEM  
**Date First Installed:** October 1984  
*(See Vendor Profile Page V-22)*

**MOTOROLA, INC.**  
**M68KDE50-1**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** Exormac; VSG8/2  
**Capacity:** 50M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 7,500 hrs.  
**Integral Controller:** No  
**Interface:** SMD  
**Price:** \$12,920 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** July 1983  
*(See Vendor Profile Page V-23)*

**MOTOROLA, INC.**  
**M68KHDE16-1**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** Exormac  
**Capacity:** 16M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 7,500 hrs.  
**Integral Controller:** No  
**Interface:** SMD  
**Price:** \$7,500 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** June 1982

**MOTOROLA, INC.**  
**MLD-16**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** VSG8/2  
**Capacity:** 16M bytes, Unformatted  
**Average Access Time:** 42 msec  
**Mean Time Between Failure:** 7,500 hrs.  
**Integral Controller:** No  
**Interface:** SMD  
**Price:** \$7,500 without controller

**Distribution Method:** OEM; Third-Party  
**Date First Installed:** September 1982

**POLYMORPHIC SYSTEMS**

**HD/18+**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** Polymorph 8813; Polymorph 8810  
**Capacity:** 23M bytes, Unformatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** S-100  
**Price:** \$4,995 with controller  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed:** 1,000 - 5,000  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-27)*

**QUCE, INC.**

**DSK-8X**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Price:** \$1,900 without controller  
**Distribution Method:** Third-Party  
*(See Vendor Profile Page V-28)*

**QUCE, INC.**

**DSK-80**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC; Epson QX-10; Apple II Series; Tandy TRS-80  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 8,000 hrs.  
**Maximum Drives/Controller:** 2  
**Integral Controller:** Yes  
**Price:** \$2,499 with controller  
**Distribution Method:** Third-Party  
*(See Vendor Profile Page V-28)*

**RODIME CORP.**

**RO351**  
**Disk Diameter:** 3 1/2 in.  
**Drive Type:** Removable  
**Compatibility:** ST  
**Capacity:** 5M bytes, Formatted  
**Transfer Rate:** 5,000K bps  
**Average Access Time:** 92 msec  
**Mean Time Between Failure:**

12,000 hrs.  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$1,500 without controller  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** April 1983  
*(See Vendor Profile Page V-30)*

**SYSTEMS PERIPHERALS**

**CONSULTANTS**  
**DISKETTE JR. 34I**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC  
**Capacity:** 34M bytes, Formatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Interface:** ST-406  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 150  
**Date First Installed:** December 1983  
*(See Vendor Profile Page V-33)*

**SYSTEMS PERIPHERALS**

**CONSULTANTS**  
**DISKETTE JR. 5R**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC  
**Capacity:** 5M bytes, Formatted  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** Yes  
**Distribution Method:** End User; Third-Party  
**Number Installed:** 80  
**Number Installed:** Under 100  
**Date First Installed:** December 1983

**UNIVATION**

**DRD 5-192**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 5.2M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,960 with controller  
*(See Vendor Profile Page V-35)*

**UNIVATION**

**DRD 5-320**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 5.2M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:**

10,000 hrs.  
**Price:** \$3,225 with controller

**UNIVATION**

**DRD 5-384**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 5.6M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$3,360 with controller

**UNIVATION**

**DRD 5-448**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 5.6M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$3,495 with controller

**UNIVATION**

**DRD 5-64**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 5.2M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Price:** \$2,675 with controller

**UNIVATION**

**IBM 5.5**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Compatibility:** IBM PC  
**Capacity:** 5.5M bytes, Formatted  
**Average Access Time:** 70 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Integral Controller:** Yes  
**Date First Installed:** 1983

**UNIVATION, INC.**

**DRD 5-448**  
**Disk Diameter:** 4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** DEC Rainbow  
**Capacity:** 6.3M bytes, Unformatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Price:** \$2,675 to \$3,495 with controller  
**Number Installed:** 100 - 500

**Date First Installed:** January 1984

**UNIVATION, INC.**

**IBM 5.5 MB REMOVABLE**  
**Disk Diameter:** 4 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** IBM PC; IBM PC/XT  
**Capacity:** 5.5M bytes, Formatted  
**Average Access Time:** 90 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 1  
**Integral Controller:** Yes  
**Price:** \$1,995 with controller  
**Number Installed:** 100 - 500  
**Date First Installed:** 1983

**VERMONT RESEARCH CORP.**

**8520**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed/Removable  
**Compatibility:** DEC PDP-11  
**Capacity:** 20M bytes, Formatted  
**Average Access Time:** 33 msec  
**Mean Time Between Failure:** 10,000 hrs.  
**Maximum Drives/Controller:** 8  
**Integral Controller:** Yes  
**Interface:** Ansi X3T3.3; Shugart SA 1000; Sasi; SCSI; SMD  
**Price:** \$3,180 with controller  
**Distribution Method:** OEM  
**Number Installed:** Under 100  
**Date First Installed:** 1983  
*(See Vendor Profile Page V-36)*

**WANG LABORATORIES, INC.**

**8565**  
**Disk Diameter:** 8 in.  
**Drive Type:** Fixed  
**Compatibility:** Wang OIS  
**Capacity:** 275M bytes, Unformatted  
**Average Access Time:** 30 msec  
**Price:** \$18,000 without controller  
**Distribution Method:** End User  
*(See Vendor Profile Page V-36)*

**WESTERN DYNEX CORP.**

**WD-505**  
**Disk Diameter:** 5 1/4 in.  
**Drive Type:** Removable  
**Capacity:** 5M bytes, Formatted  
**Average Access Time:** 50 msec  
**Mean Time Between Failure:** 11,000 hrs.  
**Maximum Drives/Controller:** 4  
**Integral Controller:** No  
**Interface:** ST-506  
**Price:** \$495 without controller  
**Distribution Method:** End User; OEM  
**Number Installed:** 100 - 500  
**Date First Installed:** January 1984  
*(See Vendor Profile Page V-36)*

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# TAPE DRIVES

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## Index to Tape Drives by Technology

The index to tape drives has been designed to provide an overview of the products listed in this section of the buyer's guide. The products are indexed according to which tape technology — cartridge or cassette — the drive utilizes. In addition to tape speed, the index provides information on recording density, price and the page number in the section the full product listing is located.

## Cartridge Tape Drives

VENDOR	MODEL	TAPE SPEED	PRICE	PAGE
<b>Algo, Inc.</b>	12001	30 ips	\$2,300	C-59
	1200S	30 ips	\$2,200	C-59
<b>Analog &amp; Digital Peripherals</b>	FEEDBACK 340/344	45 ips	\$2,795	C-59
	FEEDBACK 350/351	45 ips	\$2,795	C-59
	1100	30 ips	\$270	C-59
	DC1/DC2 DATA CARTRIDGE TAPE SYS.	30 ips	\$895	C-59
<b>Archive Corp.</b>	DC 300	30 ips	\$1,050	C-59
	SCORPION	90 ips	\$800	C-59
	SIDEWINDER	90 ips	\$800	C-59
	SUPER SIDEWINDER	90 ips	\$800	C-59
<b>Central Data Corp.</b>	D4000	90 ips	\$3,150	C-59
<b>Cipher Data Products, Inc.</b>	420 QUARTERBACK	90 ips	\$800	C-59
	540 SERIES	90 ips	\$900	C-59
	525	78 ips	\$300	C-59
<b>Control Data Corp.</b>	SENTINEL 92190	55 ips	\$1,500	C-59
	92190 CARTRIDGE TAPE DRIVE	55 ips	\$1,020	C-59
	92195 CARTRIDGE TAPE DRIVE	55 ips	\$1,275	C-59
<b>Data Electronics, Inc.</b>	MINI QIC-STREAM III	90 ips	\$1,000	C-60
	FUNNEL	30 ips	\$1,495	C-59
	MICROTAPE SL-5	30 ips	\$1,125	C-59
	MICROTAPE SL-6	30 ips	\$1,160	C-60
<b>Data General Corp.</b>	6231/6230	60 ips	\$5,500	C-60
<b>Digi-Data Corp.</b>	8300 SERIES	37 ips	\$1,390	C-60
	70 PC	30 ips	\$1,780	C-60
	SERIES 6400	30 ips	\$1,190	C-60
<b>Electronic Processors, Inc.</b>	EPI STR-STREAM	30 ips	\$1,452	C-60
	EPI STR-LINK III	18 ips	\$1,760	C-60
	EPI STR-610	18 ips	\$419	C-60
<b>Genie Computer Corp.</b>	GENIE JETSTREAMERS	N/A	\$1,995	C-60
<b>Great Lake Computer Peripherals, Inc.</b>	QUARTERMASTER TAPE DEVICE	90 ips	\$995	C-60
<b>IMS International</b>	TAPE BACKUP	N/A	\$2,375	C-60
<b>Irwin Magnetics Systems, Inc.</b>	110	39 ips	\$500	C-60
	210	39 ips	\$500	C-60
	310	39 ips	\$995	C-60
<b>Kennedy Co.</b>	6470	38 ips	\$1,900	C-60
	6455	30 ips	\$1,000	C-60
<b>MagnaTape Corp.</b>	MODEL MT 5000	2,007 ips	\$5,100	C-60
	MODEL MT 300	200 ips	\$4,950	C-60
	MODEL MT 500H	200 ips	\$5,500	C-60
	MODEL MT 3000H	200 ips	\$5,300	C-60
<b>Megalogic Corp.</b>	QIM-I/MN	30 ips	\$825	C-61
	QIM-I/MX	30 ips	\$3,200	C-61
<b>Miltype Corp.</b>	CR-300	30 ips	\$15,000	C-61
<b>Nestar Systems, Inc.</b>	A-2401 CLUSTER/ONE MODEL A	30 ips	\$3,000	C-61
<b>North Atlantic Industries</b>	410	90 ips	\$1,625	C-61
	JETSTREAM 16	90 ips	\$900	C-61
	150	30 ips	\$1,950	C-61
	450	30 ips	\$1,252	C-61
	650	30 ips	\$1,268	C-61
	650-A	30 ips	\$1,200	C-61
	2200	30 ips	\$2,235 to \$3,700	C-61
	200	15 ips	\$350	C-61
	200 MINI	15 ips	\$420	C-61
	1000	15 ips	\$1,995	C-61
<b>Northern Telecom, Inc.</b>	MT 6109	N/A	\$1,400	C-62
	MT 6112	N/A	\$1,550	C-62
<b>Polygon Industries</b>	TAPE BACK-UP	15 ips	\$800	C-62
<b>Raymond Engineering, Inc.</b>	SERIES 6449 CARTRIDGE RAYCORDER	90 ips	\$1,095	C-62

# Tape Drive Index

Tallgrass Technologies Corp.	TG-4160	90 ips	\$3,995	C-62
Tandberg Data Storage, Inc.	MINI MARK 3314	90 ips	N/A	C-62
	MINI MARK 3319	90 ips	\$1,500	C-62
	TDC-MINI MARK BASIC 3304	90 ips	\$1,250	C-62
	TDC MARK II 3224	90 ips	\$1,525	C-62
	TDC MARK II 3229	90 ips	\$1,750	C-62
	TDC MINI MARK BASIC 3309	90 ips	\$1,325	C-62
Techtran Industries, Inc.	PXL-1000	20 ips	\$1,760	C-62
Tektronix, Inc.	4923	90 ips	\$2,600	C-62
	4924	90 ips	\$2,990	C-62
U.S. Design Corp.	DEI	30 ips	\$4,995	C-62
3M Co.	DCD-1	30 ips	\$534	C-62
	DCD-2	30 ips	\$886	C-62

## Cassette Tape Drives

VENDOR	MODEL	TAPE SPEED	PRICE	PAGE
Altos Computer Systems	ALTOS MTU-2	30 ips	\$2,995	C-62
	ALTOS MTU-3	30 ips	\$2,995	C-62
	ALTOS MTU-4	30 ips	\$2,995	C-62
Analog & Digital Peripherals	ADPI BYTE BUCKET CASSETTE SYSTEM	45 ips	\$995	C-63
	BRIEFCASE RS232 MEGABYTE BUCKET	45 ips	\$1,295	C-63
	NCR COMPATIBLE DIGITAL CASSETTE SYS	45 ips	\$1,090	C-63
	ADPI LG-1/LG-2	18 ips	\$430	C-63
	LG-P PORTABLE MINI-CASSETTE	18 ips	\$695	C-63
	PHILIPS MINI CASSETTE DRIVE	18 ips	\$156	C-63
	ADPI DISKLINE MPU CASSETTE SYSTEM	5 ips	\$798	C-63
Bremer Computer Corp.	CD-200 TAPE TRANSPORT	30 ips	\$360	C-63
	CM-600A MINI TRANSPORT	10 ips	\$155	C-63
	CM-600C MINI TRANSPORT	10 ips	\$200	C-63
	CS-400 TRANSPORT SYSTEM	10 ips	\$525	C-63
	MTL-II MINI CASSETTE MEMORY SYSTEM	10 ips	\$550	C-63
Commodore Business Machine, Inc.	C-1530 DATASETTE	2 ips	\$75	C-63
Dicom Industries	374-03	20 ips	\$5,000	C-63
Digital Laboratories, Inc.	ACT-1200	3 ips	\$1,000	C-63
Dragon Industries, Inc.	SPT-65	90 ips	\$2,000	C-63
Dylon Corp.	4000A	30 ips	\$4,365	C-63
Memodyne Corp.	M-90	20 ips	\$1,845	C-63
Pro Med Technologies, Inc.	DCR10	10 ips	\$2,400 to \$2,775	C-63
Raymond Engineering, Inc.	SERIES 6440 RAYRECORDER II	60 ips	\$625	C-64
	WR-100	30 ips	\$1,175	C-64
	WR-200	30 ips	\$1,295	C-64
	MINI-RAYRECORDER MODEL 6409	3 ips	\$545	C-64
Saylor Electronics International	4000.500 PORTABLE RUGGEDIZED TAPE	30 ips	\$4,250 to \$6,450	C-64
	4200-201 DIGITAL CASSETTE DRIVE	30 ips	\$875	C-64
	4240 DIGITAL CASSETTE DRIVE	30 ips	\$1,475	C-64
TEAC Corp. of America	MT-223	15 ips	\$475	C-64
	MT-224	15 ips	\$475	C-64
Techtran Industries, Inc.	TEAC MT-2 MAG TAPE MEMORY SYSTEM	15 ips	\$335 to \$500	C-64
	9600PRC	20 ips	\$1,775	C-64
	MODEL 816	20 ips	\$1,045	C-64
	MODEL 816A	20 ips	\$1,045	C-64
	MODEL 817	20 ips	\$1,260	C-64
	MODEL 817A	20 ips	\$1,260	C-64
	MODEL 818	20 ips	\$1,610	C-64
	MODEL 818A	20 ips	\$1,610	C-64
	MODEL 822	20 ips	\$2,445	C-64
	MODEL 822A	20 ips	\$2,445	C-64
	TR4	20 ips	\$1,125	C-64
3M Co.	DCD-3	30 ips	\$886	C-64

# Cartridge Tape Drives

## Cartridge Tape Drives

### ALGO, INC.

12001  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 5.0M bytes, blocked  
Transfer Rate: K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,300  
Distribution Method: End User;  
OEM  
Number Installed: 100  
Date First Installed: December 1981  
(See Vendor Profile Page V-1)

### ALGO, INC.

12005  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 5.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,200  
Distribution Method: End User;  
OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: December 1980

### ANALOG & DIGITAL PERIPHERALS

1100  
Tape Speed: 30 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 1, 2  
Capacity: 250.0K bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$270  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1982  
(See Vendor Profile Page V-3)

### ANALOG & DIGITAL PERIPHERALS DC1/DC2 DATA CARTRIDGE TAPE SYS

Tape Speed: 30 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 1, 2  
Capacity: 1.2M bytes, blocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$895  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: 1983

### ANALOG & DIGITAL PERIPHERALS DC 300

Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 4.0M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Price: \$1,050  
Distribution Method: End User;  
OEM  
Number Installed: 500 - 1,000  
Date First Installed: 1981

### ANALOG & DIGITAL PERIPHERALS

FEEDBACK 340/344  
Tape Speed: 45 ips  
Recording Density: 1,600 bpi, 6,400 bpi  
Data Tracks: 4  
Capacity: 10.0M bytes, unblocked  
Transfer Rate: 38K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,795  
Distribution Method: End User;  
OEM  
Number Installed: 100 - 500  
Date First Installed: June 1983

### ANALOG & DIGITAL PERIPHERALS

FEEDBACK 350/351  
Tape Speed: 45 ips  
Recording Density: 1,600 bpi, 6,400 bpi  
Data Tracks: 4  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 38K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,795  
Distribution Method: End User;  
OEM  
Number Installed: 100 - 500  
Date First Installed: 1982

### ARCHIVE CORP.

SCORPION  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4, 9  
Capacity: 45.0M bytes, blocked;  
48.6M bytes, unblocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$800  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000  
Date First Installed: April 1983  
(See Vendor Profile Page V-3)

### ARCHIVE CORP.

SIDEWINDER  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked;  
21.6M bytes, unblocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$800

Distribution Method: OEM; Third-Party  
Number Installed: 20,000  
Date First Installed: April 1981

### ARCHIVE CORP.

SUPER SIDEWINDER  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 9  
Capacity: 45.0M bytes, blocked;  
48.6M bytes, unblocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$800  
Distribution Method: OEM; Third-Party  
Number Installed: 6,000  
Date First Installed: November 1982

### CENTRAL DATA CORP.

D4000  
Tape Speed: 90 ips  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$3,150  
Distribution Method: Third-Party  
Number Installed: Under 100  
Date First Installed: January 1981  
(See Vendor Profile Page V-6)

### CIPHER DATA PRODUCTS, INC.

420 QUARTERBACK  
Tape Speed: 90 ips  
Recording Density: 10,000 bpi  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked  
Transfer Rate: 1.2M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$500  
Distribution Method: OEM; Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-6)

### CIPHER DATA PRODUCTS, INC.

525  
Tape Speed: 78 ips  
Recording Density: 6,400 bpi  
Data Tracks: 6  
Capacity: 28.0M bytes, blocked;  
32.0M bytes, unblocked  
Transfer Rate: 500K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$300  
Distribution Method: OEM  
Date First Installed: October 1983

### CIPHER DATA PRODUCTS, INC.

540 SERIES  
Tape Speed: 90 ips  
Recording Density: 10,000 bpi  
Data Tracks: 9  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 200K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

Streaming Capability: Yes  
Price: \$800  
Distribution Method: OEM; Third-Party  
Date First Installed: October 1983

### CONTROL DATA CORP.

SENTINEL 52190  
Compatibility: SCSI  
Tape Speed: 55 ips  
Recording Density: 8,000 bpi  
Data Tracks: 11  
Capacity: 48.0M bytes, blocked  
Transfer Rate: 55K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,500  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: March 1982  
(See Vendor Profile Page V-8)

### CONTROL DATA CORP.

52190 TAPE CARTRIDGE DRIVE  
Tape Speed: 55 ips  
Recording Density: 8,000 bpi  
Data Tracks: 11  
Capacity: 48.0M bytes, blocked  
Transfer Rate: 440K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,020  
Number Installed: 1,000  
Date First Installed: August 1982

### CONTROL DATA CORP.

52195 CARTRIDGE TAPE DRIVE  
Tape Speed: 55 ips  
Recording Density: 8,000 bpi  
Data Tracks: 11  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 440K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,275  
Distribution Method: OEM  
Number Installed: 200  
Date First Installed: August 1982

### DATA ELECTRONICS, INC.

FUNNEL  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,495  
Distribution Method: OEM; Third-Party  
Number Installed: More than 50,000  
Date First Installed: 1978  
(See Vendor Profile Page V-9)

### DATA ELECTRONICS, INC.

MICROTAPE SL-3  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

# Cartridge Tape Drives

Price: \$1,125  
Distribution Method: OEM; Third-Party  
Date First Installed: 1984

**DATA ELECTRONICS, INC.**  
**MICROTAPE SL-6**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,180  
Distribution Method: OEM; Third-Party  
Date First Installed: 1983

**DATA ELECTRONICS, INC.**  
**MINI QIC-STREAM III**  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 9  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 87K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,000  
Distribution Method: OEM; Third-Party  
Date First Installed: 1984

**DATA GENERAL CORP.**  
**6231/6230**  
Compatibility: DG MP 100, 20, 6000, 8000, System/20, System/120, 2/2  
Tape Speed: 60 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 15.2M bytes, blocked; 17.2M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$5,500  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1983  
(See Vendor Profile Page V-9)

**DIGI-DATA CORP.**  
**70 PC**  
Compatibility: IBM PC  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 17.0M bytes, blocked  
Transfer Rate: 12K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,780  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: July 1984  
(See Vendor Profile Page V-11)

**DIGI-DATA CORP.**  
**8300 SERIES**  
Tape Speed: 37 ips  
Recording Density: 8,333 bpi  
Data Tracks: 4  
Capacity: 30.0M bytes, unblocked

Transfer Rate: 312K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,390  
Distribution Method: End User; OEM  
Number Installed: 100 - 500  
Date First Installed: 1983

**DIGI-DATA CORP.**  
**SERIES 6400**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.3M bytes, unblocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,190  
Distribution Method: End User; OEM  
Number Installed: 100 - 500  
Date First Installed: 1980

**ELECTRONIC PROCESSORS, INC.**  
**EPI STR-LINK III**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Transfer Rate: 4K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,760  
Distribution Method: End User; OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-13)

**ELECTRONIC PROCESSORS, INC.**  
**EPI STR-STREAM**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 17.0M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,452  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: 1981

**ELECTRONIC PROCESSORS, INC.**  
**EPI STR-610**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 336.0K bytes, blocked  
Transfer Rate: 4K bytes  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$419  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980

**GENIE COMPUTER CORP.**  
**GENIE JETSTREAMERS**  
Compatibility: IBM PC/XT; TI Professional  
Media Width: 1/4 in.

Streaming Capability: Yes  
Price: \$1,995  
Number Installed: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-15)

**GREAT LAKE COMPUTER PERIPHERALS, INC.**  
**QUARTERMASTER TAPE DEVICE**  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 23.0M bytes, unblocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$995  
Distribution Method: Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: July 1983  
(See Vendor Profile Page V-15)

**IMS INTERNATIONAL**  
**TAPE BACKUP**  
Data Tracks: 4  
Capacity: 45.0M bytes, blocked  
Transfer Rate: 51K bytes  
Media Width: 1/4 in.  
Streaming Capability: Yes  
Price: \$2,375  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: May 1984  
(See Vendor Profile Page V-17)

**IRWIN MAGNETICS SYSTEMS, INC.**  
**110**  
Tape Speed: 39 ips  
Recording Density: 6,400 bpi  
Data Tracks: 8  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$500  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: January 1984  
(See Vendor Profile Page V-19)

**IRWIN MAGNETICS SYSTEMS, INC.**  
**210**  
Tape Speed: 39 ips  
Recording Density: 6,400 bpi  
Data Tracks: 8  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$500  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: January 1984

**IRWIN MAGNETICS SYSTEMS, INC.**  
**310**  
Tape Speed: 39 ips  
Recording Density: 6,400 bpi  
Data Tracks: 8  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 250K bytes  
Media Width: 1/4 in.

Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$995  
Distribution Method: OEM  
Number Installed: Under 100  
Date First Installed: January 1984

**KENNEDY CO.**  
**6455**  
Compatibility: DEC; Intel Multibus; IBM  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 21.6M bytes, blocked; 23.0M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Cartridge  
Streaming Capability: Yes  
Price: \$1,000  
Distribution Method: OEM  
Number Installed: 12,000  
Date First Installed: September 1981  
(See Vendor Profile Page V-19)

**KENNEDY CO.**  
**6470**  
Compatibility: DEC; Intel Multibus; IBM  
Tape Speed: 38 ips  
Recording Density: 6,400 bpi  
Data Tracks: 10  
Capacity: 51.0M bytes, blocked; 54.0M bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Cartridge  
Streaming Capability: Yes  
Price: \$1,900  
Distribution Method: OEM  
Number Installed: 25  
Date First Installed: March 1983

**MAGATAPE CORP.**  
**MODEL MT 300**  
Tape Speed: 200 ips  
Recording Density: 9,600 bpi  
Data Tracks: 24  
Capacity: 330.0M bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/2 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$4,950  
Distribution Method: OEM  
Number Installed: 300  
Date First Installed: October 1982  
(See Vendor Profile Page V-20)

**MAGATAPE CORP.**  
**MODEL MT 500H**  
Tape Speed: 200 ips  
Recording Density: 9600 bpi  
Data Tracks: 24  
Capacity: 500.0M bytes, unblocked  
Media Width: 1/2 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,500  
Distribution Method: OEM  
Date First Installed: March 1984

**MAGATAPE CORP.**  
**MODEL MT 3000H**  
Tape Speed: 200 ips  
Recording Density: 9,600 bpi  
Data Tracks: 24

# Cartridge Tape Drives

Capacity: 330.0M bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/2 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,300  
Distribution Method: OEM  
Date First Installed: 1984

**MAGATAPE CORP.**  
**MODEL MT 5000**  
Tape Speed: 2,007 ips  
Recording Density: 9,600 bpi  
Data Tracks: 24  
Capacity: 500.0M bytes, unblocked  
Transfer Rate: 240K bytes  
Media Width: 1/2 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$5,100  
Distribution Method: OEM  
Date First Installed: July 1984

**MEGALOGIC CORP.**  
**QIM-1MN**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 512.0K bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$825  
Distribution Method: End User;  
Third-Party  
Date First Installed: 1978  
(See Vendor Profile Page V-21)

**MEGALOGIC CORP.**  
**QIM-1MX**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 2.0M bytes, blocked; 3.0M bytes, unblocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$3,200  
Distribution Method: End User;  
Third-Party  
Date First Installed: January 1977

**MILTOPE CORP.**  
**CR-300**  
Compatibility: IBM 2400/3400  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 4.0M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$15,000  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: June 1980  
(See Vendor Profile Page V-22)

**NESTAR SYSTEMS, INC.**  
**A-2401 CLUSTER/ONE MODEL A**  
Tape Speed: 30 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Transfer Rate: 240K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$3,000

Number Installed: 500 - 1,000  
Date First Installed: 1981  
(See Vendor Profile Page V-24)

**NORTH ATLANTIC INDUSTRIES**  
**150**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 13.0M bytes, blocked;  
17.0M bytes, unblocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,195  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: 1980  
(See Vendor Profile Page V-24)

**NORTH ATLANTIC INDUSTRIES**  
**150**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,950  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982

**NORTH ATLANTIC INDUSTRIES**  
**200**  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 550.0K bytes, blocked;  
1.1M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$350  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: May 1977

**NORTH ATLANTIC INDUSTRIES**  
**200 MINI**  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2, 4  
Capacity: 1.0M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$420  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: 1973

**NORTH ATLANTIC INDUSTRIES**  
**410**  
Tape Speed: 90 ips  
Recording Density: 8,500 bpi

**Data Tracks: 9**  
Capacity: 400.0K bytes, unblocked  
Transfer Rate: 720K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,825  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: 1983

**NORTH ATLANTIC INDUSTRIES**  
**450**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 13.0M bytes, blocked;  
17.0M bytes, unblocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,450  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: January 1981

**NORTH ATLANTIC INDUSTRIES**  
**450**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 17.2M bytes, unblocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,252  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1982

**NORTH ATLANTIC INDUSTRIES**  
**650**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 4.3M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,268  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1975

**NORTH ATLANTIC INDUSTRIES**  
**650-A**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 3.8M bytes, blocked; 4.3M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,200  
Distribution Method: OEM; Third-Party

Number Installed: 10,000 - 50,000  
Date First Installed: December 1974

**NORTH ATLANTIC INDUSTRIES**  
**1000**  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 550.0K bytes, blocked;  
1.3M bytes, unblocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,995  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1980

**NORTH ATLANTIC INDUSTRIES**  
**1000**  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2, 4  
Capacity: 1.0M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$1,995  
Distribution Method: OEM; Third-Party  
Number Installed: 10,000 - 50,000  
Date First Installed: 1975

**NORTH ATLANTIC INDUSTRIES**  
**2200**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 3.8M bytes, blocked; 4.3M bytes, unblocked  
Transfer Rate: 48K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$4,200  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: January 1976

**NORTH ATLANTIC INDUSTRIES**  
**2200**  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 34.5M bytes, unblocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,235 to \$3,700  
Distribution Method: OEM; Third-Party  
Number Installed: 5,000 - 10,000  
Date First Installed: 1977

**NORTH ATLANTIC INDUSTRIES**  
**JETSTREAM 16**  
Tape Speed: 90 ips  
Recording Density: 8500  
Data Tracks: 9, 16

# Cassette Tape Drives

Capacity: 60.0M bytes, blocked;  
99.0M bytes, unblocked  
Transfer Rate: 400K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$900  
Distribution Method: OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: January 1983

**NORTHERN TELECOM, INC.**  
MT 6109  
Recording Density: 10,000 bpi  
Data Tracks: 9  
Capacity: 75.0M bytes, blocked  
Transfer Rate: 50K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,400  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983  
(See Vendor Profile Page V-24)

**NORTHERN TELECOM, INC.**  
MT 6112  
Recording Density: 10,000 bpi  
Data Tracks: 12  
Capacity: 100.0M bytes, blocked  
Transfer Rate: 90K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,550  
Distribution Method: OEM  
Number Installed: 100 - 500  
Date First Installed: July 1983

**POLYGON INDUSTRIES**  
TAPE BACK-UP  
Compatibility: IBM PC  
Tape Speed: 15 ips  
Data Tracks: 4  
Capacity: 10.0M bytes, blocked  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$650  
Distribution Method: OEM; Third-Party  
Date First Installed: March 1984  
(See Vendor Profile Page V-27)

**RAYMOND ENGINEERING, INC.**  
SERIES 6449 CARTRIDGE  
RAYCORDER  
Tape Speed: 90 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 2.1M bytes, blocked;  
15.0M bytes, unblocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,095  
Distribution Method: OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: August 1981  
(See Vendor Profile Page V-30)

**TALLGRASS TECHNOLOGIES CORP.**  
TG-4160

Tape Speed: 90 ips  
Recording Density: 10,000 bpi  
Data Tracks: 11  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 900K bytes  
Media Width: 1/2 in.  
Drive Mechanism: Capstan  
Price: \$3,995  
Distribution Method: Third-Party  
Date First Installed: April 1984  
(See Vendor Profile Page V-33)

**TANDBERG DATA STORAGE, INC.**  
MINI MARK 3314  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 44K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Distribution Method: OEM  
Date First Installed: January 1984  
(See Vendor Profile Page V-33)

**TANDBERG DATA STORAGE, INC.**  
MINI MARK 3319  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 9  
Capacity: 60.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,500  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1984

**TANDBERG DATA STORAGE, INC.**  
TDC-MINI MARK BASIC 3304  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 44K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,250  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1984

**TANDBERG DATA STORAGE, INC.**  
TDC MARK II 3224  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 4  
Capacity: 27.0M bytes, blocked  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,525  
Distribution Method: OEM; Third-Party  
Number Installed: 1,000 - 5,000  
Date First Installed: June 1983

**TANDBERG DATA STORAGE, INC.**  
TDC MARK II 3229  
Tape Speed: 90 ips

Recording Density: 8,000 bpi  
Data Tracks: 9  
Capacity: 60.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,750  
Distribution Method: OEM; Third-Party  
Date First Installed: June 1983

**TANDBERG DATA STORAGE, INC.**  
TDC MINI MARK BASIC 3309  
Tape Speed: 90 ips  
Recording Density: 8,000 bpi  
Data Tracks: 9  
Capacity: 60.0M bytes, blocked  
Transfer Rate: 88K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,325  
Distribution Method: OEM; Third-Party  
Date First Installed: January 1984

**TECHTRAM INDUSTRIES, INC.**  
PXL-1000  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 200.0K bytes, unblocked  
Transfer Rate: 9.6M bytes  
Media Width: 1/5 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,760  
Distribution Method: OEM; Third-Party  
Number Installed: 500 - 1,000  
(See Vendor Profile Page V-34)

**TEKTRONIX, INC.**  
4923  
Tape Speed: 90 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 300.0K bytes, blocked  
Transfer Rate: 30K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$2,600  
Distribution Method: End User  
Number Installed: 10,000  
(See Vendor Profile Page V-34)

**TEKTRONIX, INC.**  
4924  
Tape Speed: 90 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 300.0K bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$2,990  
Distribution Method: End User  
Number Installed: 5,000

**U.S. DESIGN CORP.**  
DEI  
Compatibility: DEC PDP-11  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 22.0M bytes, blocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan

Streaming Capability: No  
Price: \$4,995  
Distribution Method: End User;  
OEM  
Number Installed: 3,000  
Date First Installed: June 1981  
(See Vendor Profile Page V-35)

**3M CO.**  
DCD-1  
Tape Speed: 30 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 168.0K bytes, unblocked  
Transfer Rate: 2K bytes  
Media Width: 1/5 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$534  
Distribution Method: OEM  
(See Vendor Profile Page V-38)

**3M CO.**  
DCD-2  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 672.0K bytes, unblocked  
Transfer Rate: 5K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$886  
Distribution Method: OEM

## Cassette Tape Drives

**ALTOS COMPUTER SYSTEMS**  
ALTOS MTU-2  
Compatibility: Altos ACS8000-10,  
ACS8000-12, ACS8000-14  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Capacity: 24.0M bytes, blocked  
Transfer Rate: 192K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,995  
Distribution Method: Third-Party  
(See Vendor Profile Page V-2)

**ALTOS COMPUTER SYSTEMS**  
ALTOS MTU-3  
Compatibility: Altos ACS8600-12,  
ACS8600-14  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,995  
Distribution Method: Third-Party

**ALTOS COMPUTER SYSTEMS**  
ALTOS MTU-4  
Compatibility: Altos ACS  
586-10, ACS 586-14  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Transfer Rate: 24K bytes

# Cassette Tape Drives

Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,995  
Distribution Method: Third-Party  
Date First Installed: 1983

**ANALOG & DIGITAL PERIPHERALS**  
**ADPI BYTE BUCKET CASSETTE SYSTEM**  
Tape Speed: 45 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$995  
Distribution Method: End User;  
OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1981  
(See Vendor Profile Page V-3)

**ANALOG & DIGITAL PERIPHERALS**  
**ADPI DISKLINE MPU CASSETTE SYSTEM**  
Tape Speed: 5 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 2.0M bytes, blocked  
Transfer Rate: 8K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$799  
Distribution Method: End User;  
OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1979

**ANALOG & DIGITAL PERIPHERALS**  
**ADPI LG-1/LG-2**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 200.0K bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$430  
Distribution Method: End User;  
OEM  
Number Installed: 1,000 - 5,000  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
**BRIEFCASE RS-232 MEGABYTE BUCKET**  
Tape Speed: 45 ips  
Recording Density: 800 bpi, 1,600 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$1,295  
Distribution Method: End User;  
OEM  
Number Installed: Under 100

Date First Installed: 1983

**ANALOG & DIGITAL PERIPHERALS**  
**LG-P PORTABLE MINI-CASSETTE**  
Tape Speed: 18 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 100.0K bytes, blocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$695  
Distribution Method: End User;  
OEM  
Number Installed: 100 - 500  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
**NCR COMPATIBLE DIGITAL CASSETTE SYSTEM**  
Tape Speed: 45 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 500.0K bytes, blocked  
Transfer Rate: 9K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Hub Driven  
Streaming Capability: No  
Price: \$1,030  
Distribution Method: End User;  
OEM  
Number Installed: 100 - 500  
Date First Installed: 1982

**ANALOG & DIGITAL PERIPHERALS**  
**PHILIPS MINI CASSETTE DRIVE**  
Tape Speed: 18 ips  
Data Tracks: 2  
Capacity: 230.0K bytes, unblocked  
Transfer Rate: 9.6M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$155  
Distribution Method: End User;  
OEM  
Number Installed: More than 50,000  
Date First Installed: 1981

**BRAEMAR COMPUTER CORP.**  
**CD-200 TAPE TRANSPORT**  
Tape Speed: 30 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 750.0K bytes, blocked;  
1.0M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$360  
Distribution Method: OEM  
Number Installed: More than 50,000  
Date First Installed: 1974  
(See Vendor Profile Page V-4)

**BRAEMAR COMPUTER CORP.**  
**CM-600A MINI TRANSPORT**  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: 10K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor

Streaming Capability: No  
Price: \$155  
Distribution Method: OEM  
Date First Installed: 1976

**BRAEMAR COMPUTER CORP.**  
**CM-600C MINI TRANSPORT**  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$200  
Distribution Method: OEM  
Date First Installed: 1980

**BRAEMAR COMPUTER CORP.**  
**CS-400 TRANSPORT SYSTEM**  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 1.0M bytes, unblocked  
Transfer Rate: 16K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$525  
Distribution Method: OEM  
Date First Installed: 1970

**BRAEMAR COMPUTER CORP.**  
**MTL-II MINI CASSETTE MEMORY SYSTEM**  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, unblocked  
Transfer Rate: K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$550  
Distribution Method: End User;  
OEM  
Date First Installed: 1980

**COMMODORE BUSINESS MACHINE, INC. SYSTEMS**  
**C-1530 DATASETTE**  
Tape Speed: 2 ips  
Recording Density: 130 bpi  
Data Tracks: 1/2  
Transfer Rate: 300K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Price: \$75  
Distribution Method: Third-Party  
Date First Installed: 1981  
(See Vendor Profile Page V-7)

**DICOM INDUSTRIES**  
**374-03**  
Tape Speed: 20 ips  
Recording Density: 500 bpi  
Data Tracks: 2  
Capacity: 500.0K bytes, blocked  
Transfer Rate: 40K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: No  
Price: \$5,000  
Distribution Method: End User;  
OEM; Third-Party  
Date First Installed: November 1980  
(See Vendor Profile Page V-11)

**DIGITAL LABORATORIES, INC.**  
**ACT-1200**  
Tape Speed: 3 ips  
Recording Density: 400 bpi  
Data Tracks: 2  
Capacity: 512.0K bytes, blocked  
Transfer Rate: 1.2M bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$1,000  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: 500 - 1,000  
Date First Installed: June 1975  
(See Vendor Profile Page V-11)

**DRAGON INDUSTRIES, INC.**  
**SPT-65**  
Compatibility: IBM PC, PC/XT  
Tape Speed: 90 ips  
Capacity: 60.0M bytes, unblocked  
Transfer Rate: 97K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Capstan  
Streaming Capability: Yes  
Price: \$2,000  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed: Under 100  
Date First Installed: 1984  
(See Vendor Profile Page V-12)

**DYLON CORP.**  
**4000A**  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi, 6,400 bpi  
Data Tracks: 9  
Capacity: 200.0M bytes, blocked  
Transfer Rate: 200K bytes  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$4,365  
Distribution Method: OEM; Third-Party  
Number Installed: 100 - 500  
Date First Installed: 1981  
(See Vendor Profile Page V-13)

**MEMODYNE CORP.**  
**M-80**  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 500.0M bytes, blocked  
Media Width: 1/4 in.  
Drive Mechanism: Reel to Reel  
Streaming Capability: No  
Price: \$1,845  
Distribution Method: End User;  
OEM  
Number Installed: 5,000 - 10,000  
Date First Installed: 1976  
(See Vendor Profile Page V-21)

**PRO MED TECHNOLOGIES, INC.**  
**DCR/10**  
Tape Speed: 10 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 900.0K bytes, blocked;  
1.0M bytes, unblocked  
Transfer Rate: K bytes  
Media Width: 1/4 in.  
Drive Mechanism: Single Motor  
Streaming Capability: No  
Price: \$2,400 to \$2,775

# Cassette Tape Drives

Distribution Method: End User,  
OEM

Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-27)

## RAYMOND ENGINEERING, INC.

### MINI-RAYCORDER MODEL 640S

Tape Speed: 3 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 108.0K bytes, blocked  
Transfer Rate: 2K bytes  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$545  
Distribution Method: OEM  
Number Installed: More than 50,000  
(See Vendor Profile Page V-30)

## RAYMOND ENGINEERING, INC.

### SERIES 644G RAYCORDER II

Tape Speed: 60 ips  
Recording Density: 800 bpi, 1,600  
bpi  
Data Tracks: 2  
Capacity: 612.0K bytes, blocked  
Transfer Rate: 24K bytes  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$625  
Distribution Method: OEM  
Number Installed: 5,000 - 10,000

## RAYMOND ENGINEERING, INC.

WR-100  
Tape Speed: 30 ips  
Recording Density: 6,400 bpi  
Data Tracks: 4  
Capacity: 10.0M bytes, blocked;  
17.2M bytes, unblocked  
Transfer Rate: 24K bytes  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: Yes  
Price: \$1,175  
Distribution Method: OEM  
Number Installed: 500 - 1,000

## RAYMOND ENGINEERING, INC.

WR-200  
Tape Speed: 30 ips  
Recording Density: 10,000 bpi  
Data Tracks: 4  
Capacity: 20.0M bytes, blocked;  
27.0M bytes, unblocked  
Transfer Rate: 37K bytes  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: Yes  
Price: \$1,295  
Distribution Method: OEM  
Number Installed: 500 - 1,000  
Date First Installed: February 1982

## SAYLOR ELECTRONICS INTERNATIONAL

4000.500 PORTABLE  
RUGGEDIZED TAPE  
Compatibility: DEC PDP-11; HP  
9800  
Tape Speed: 30 ips  
Recording Density: 3,200 bpi  
Data Tracks: 4  
Capacity: 5.0K bytes, blocked  
Transfer Rate: 96K bytes

Media Width: .15 in.

Price: \$4,250 to \$8,450

Distribution Method: End User;

Third-Party

Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-31)

## SAYLOR ELECTRONICS INTERNATIONAL

### 4200-201 DIGITAL CASSETTE DRIVE

Compatibility: DEC PDP-11; HP  
9800  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 1.2M bytes, blocked; 1.7M  
bytes, unblocked  
Transfer Rate: 4.8M bytes  
Media Width: .15 in.  
Streaming Capability: Yes  
Price: \$875  
Distribution Method: End User;  
Third-Party  
Number Installed: 5,000 - 10,000

## SAYLOR ELECTRONICS INTERNATIONAL

### 4240 DIGITAL CASSETTE DRIVE

Compatibility: DEC PDP-11; HP  
9800  
Tape Speed: 30 ips  
Recording Density: 3200  
Data Tracks: 4  
Capacity: 5.0M bytes, blocked; 7.0M  
bytes, unblocked  
Transfer Rate: 96K bytes  
Media Width: .15 in.  
Streaming Capability: Yes  
Price: \$1,475  
Distribution Method: End User;  
Third-Party  
Number Installed: 1,500

## TEAC CORP. OF AMERICA

MT-223  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 760.0K bytes, blocked  
Transfer Rate: 3K bytes  
Media Width: .14 in.  
Drive Mechanism: Reel to Reel  
Price: \$475  
Distribution Method: OEM  
Number Installed: 20,000  
Number Installed: More than 50,000  
(See Vendor Profile Page V-34)

## TEAC CORP. OF AMERICA

MT-224  
Tape Speed: 15 ips  
Recording Density: 1,600 bpi  
Data Tracks: 2  
Capacity: 760.0K bytes, blocked  
Transfer Rate: 3K bytes  
Media Width: .14 in.  
Drive Mechanism: Reel to Reel  
Price: \$475  
Distribution Method: OEM  
Number Installed: More than 50,000

## TEAC CORP. OF AMERICA TEAC MT-2 MAG TAPE MEMORY SYSTEM

Tape Speed: 15 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 400.0K bytes, blocked

Transfer Rate: 1K bytes

Media Width: .14 in.

Drive Mechanism: Reel to Reel

Price: \$335 to \$500

Distribution Method: OEM

Number Installed: 50,000

## TECHTRAN INDUSTRIES, INC.

9600PRC  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 220.0K bytes, unblocked  
Media Width: .15 in.  
Streaming Capability: Yes  
Price: \$1,775  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000  
(See Vendor Profile Page V-34)

## TECHTRAN INDUSTRIES, INC.

MODEL 816  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, blocked;  
440.0K bytes, unblocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: Yes  
Price: \$1,045  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 816A  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 290.0K bytes, blocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$1,045  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 817  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 145.0K bytes, blocked;  
440.0K bytes, unblocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: Yes  
Price: \$1,260  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 817A  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 290.0K bytes, blocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$1,260  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 818

Tape Speed: 20 ips

Recording Density: 800 bpi

Data Tracks: 2

Capacity: 440.0K bytes, unblocked

Media Width: .15 in.

Drive Mechanism: Dual Motor

Streaming Capability: Yes

Price: \$1,610

Distribution Method: OEM; Third-  
Party

Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 818A  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 290.0K bytes, blocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$1,610  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

MODEL 822  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 440.0K bytes, unblocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Price: \$2,445  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000  
Date First Installed: April 1979

## TECHTRAN INDUSTRIES, INC.

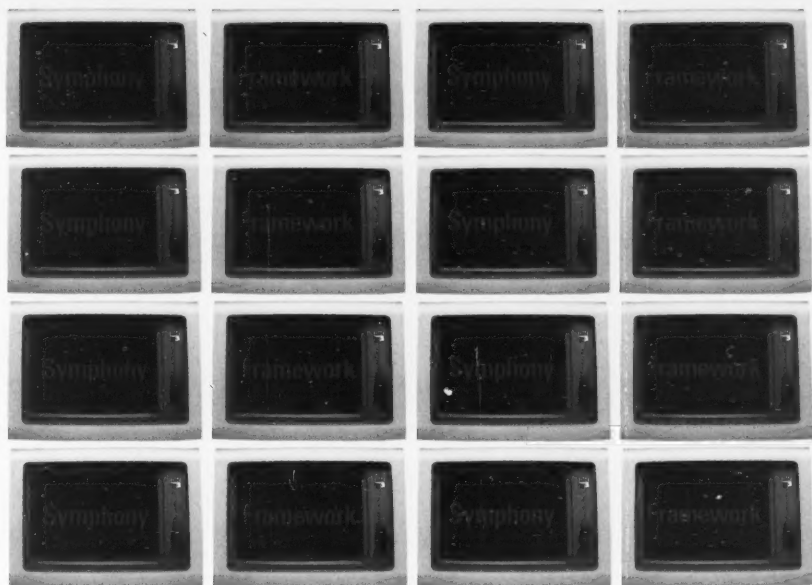
MODEL 822A  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 1  
Capacity: 290.0K bytes, blocked  
Media Width: .15 in.  
Drive Mechanism: Dual Motor  
Streaming Capability: No  
Price: \$2,445  
Distribution Method: OEM; Third-  
Party  
Number Installed: 1,000 - 5,000

## TECHTRAN INDUSTRIES, INC.

TR4  
Tape Speed: 20 ips  
Recording Density: 800 bpi  
Data Tracks: 2  
Capacity: 48.0K bytes, unblocked  
Transfer Rate: 2.4M bytes  
Media Width: .15 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$1,125  
Distribution Method: Third-Party  
Number Installed: 100 - 500

## JM CO.

DCD-3  
Tape Speed: 30 ips  
Recording Density: 1,600 bpi  
Data Tracks: 4  
Capacity: 672.0K bytes, unblocked  
Transfer Rate: 5K bytes  
Media Width: .14 in.  
Drive Mechanism: Single Motor  
Streaming Capability: Yes  
Price: \$886  
(See Vendor Profile Page V-38)



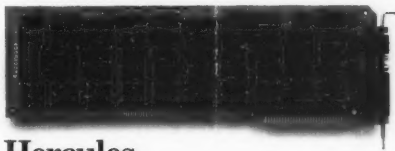
## And you thought we only ran 1-2-3.

Hercules™ is famous for being the only high resolution graphics card authorized by Lotus™ to run 1-2-3.™ Now we are the only graphics card authorized to run a couple of other programs you may have heard about — Symphony™ and Framework.™

When these hot new programs wanted hot graphics, they chose to support the undisputed leader, Hercules. When you've sold over 100,000 graphics cards, the world takes notice.

At Hercules, we believe that the most important feature in a graphics card is that it should run lots of software — with true full screen, high resolution graphics on the IBM® PC Monochrome Display. So when you buy a Hercules Graphics Card, you can rest assured that it will run more graphics software than anyone else. Even on the new AT.™

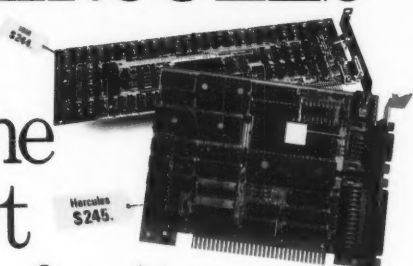
Call 800 552-2550 Ext 413 for the name of the Hercules dealer nearest you. See why the company that made the first graphics cards for the IBM PC still makes the best.



**Hercules.**  
**We're strong on graphics.**

Address: Hercules, 2550 Ninth St, Berkeley, CA 94710 Ph: 415 540-6000 Telex: 754063  
Features: IBM Monochrome Display graphics resolution of 720 x 348; parallel printer port; full text mode software compatibility; free programming software; 2 year warranty. Foreign distributors: Compuserve/Canada; Reflex/U.K.; Computer 2000/W. Germany; Edisoft/France; Imaginering/Australia; Holland Info Products/Holland; DataTeam/Scandinavia. Trademarks/Owners: Hercules/Hercules Computer Technology; Lotus, 1-2-3, Symphony/Lotus Development; Framework/Ashton-Tate; IBM, AT/International Business Machines.

# The new HERCULES Color Card gives you the parallel port IBM forgot-for \$1 more!



The new Hercules Color Card gives you these five important features in a color graphics card.

1. Full IBM color card compatibility.<sup>1</sup> Any program that runs on IBM's color card will run on the new Hercules Color Card at the same resolution.

2. A parallel printer port—standard on the Hercules Color Card, but forgotten by IBM on theirs.

3. It's short. The pint-sized Hercules Color Card fits in the short slot in an XT or *Portable*.<sup>2</sup>

4. It can work in your system at the same time as the famous high resolution Hercules Graphics Card.<sup>3</sup> And it will continue to work backed by our 2 year warranty.

5. Low price. At a suggested list price of \$245, the Hercules Color Card is only \$1 more than IBM's card.<sup>4</sup> And our Graphics Pak™ saves you even more money when you buy both Hercules cards at the same time.

Call 800 255 5550 Ext 433 for the name of the Hercules dealer nearest you. See why the company that made the first graphics cards for the IBM PC still makes the best.

	IBM Mono Display Compatible	IBM Color Display Compatible	Hi-Res Text	720 x 348 Hi-Res Graphics	320 x 200 Color Graphics	640 x 200 B&W Graphics	Parallel Printer Port
Hercules Color Card		•			•	•	•
Hercules Graphics Card	•		•	•			•
IBM Mono Card	•		•				•
IBM Color Card		•			•	•	

**Hercules.  
We're strong  
on graphics.**

**Address:** Hercules, 3550 Ninth St, Berkeley, CA 94710 Ph:415 540-6000 Telex:754063 **Foreign distributors:** Compuserve/Canada; Reflex/U.K.; Computer 2000/W. Germany; Edisoft/France; Imagineering/Australia; Holland Info Products/Holland; DataTeam/Scandinavia  
**Trademarks/Owners:** Hercules, Graphics Pak/Hercules Computer Technology; IBM/ International Business Machines **Notes:**  
 (1) An adapter is supplied for composite/video. (2) The IBM Color Graphics Monitor Adapter must be removed from the *Portable* before the Hercules Color Card is installed. (3) Model GB101 or later. (4) Based on the list price as of 7-1-84 for the IBM Color/Graphics Monitor Adapter.

# Suppliers

## ALABAMA

### COMPUTER SUPPLIES

4001 2nd Ave. S.  
Birmingham, AL 35222  
(205) 592-4230  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Contacts:**  
Head of Sales: Richard Bath  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 15

### QTS COMPUTER SYSTEMS, INC.

3529 7th Ave. S.  
Birmingham, AL 35222  
(205) 252-9446  
**Major Markets:** Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Miscellaneous Computer Supplies; Distribution; Retail; Manufacturing  
**Target Applications:** Banking  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Marketing: Jim Byrne  
Head of Software: Mark Kajdos  
Head of Customer Service: Jack Harrison  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 28

### MID AMERICAN DATA PRODUCTS

Computer Supplies  
P.O. Box 1541  
Birmingham, AL 35201  
(205) 592-4230  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; End User  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Flooring; Cassettes  
**Contacts:**  
Head of Marketing/Sales: Bobby Smith  
Head of Customer Service: Debbie Douglas  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 10

## ARIZONA

### COMPUTER CONCEPTS

4011 W. Clarendon  
Phoenix, AZ 85019  
(602) 233-9086  
**Major Markets:** Miscellaneous Computer Supplies; End Users; Business

### Products Offered:

Furniture  
**Contacts:**  
Head of Marketing: Jerry Regan  
Head of Sales: Michael Filippazzo  
Head of Engineering: Randy Wilde  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 30

### ROCK ROY, INC.

7741 E. Gray Road  
Scottsdale, AZ 85260  
(602) 998-1577  
**Major Markets:** Software House; Miscellaneous Computer Supplies  
**Products Offered:** Disk Saver Devices  
**Contacts:**  
Head of Marketing: Howard Friedman  
Head of Software: Robert Sieglung  
Head of Customer Service: Marilyn Poulson  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 5

## CALIFORNIA

### AGT COMPUTER PRODUCTS, INC.

Suite 100  
20675 S. Western Ave.  
Torrance, CA 90501  
(213) 533-1244  
**Major Markets:** Miscellaneous Computer Supplies; OEM; Distribution  
**Products Offered:** Daisy Printwheels  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 12

### ALPHA COMPUTING SUPPLY, INC.

9625 Mason Ave.  
Chatsworth, CA 91311  
(213) 882-9818  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Labels  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Contacts:**  
Head of Marketing/Sales: Todd Reichert  
**Geographic Coverage:** International  
**Year Established:** 1972

### AMERICAN NATIONAL SUPPLY CORP. (ANSO)

1243 W. 134th St.  
P.O. Box 2259  
Gardena, CA 90247  
(213) 532-7780  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Cleaning Device  
**Geographic Coverage:** National  
**Year Established:** 1969  
**Number of Employees:** 25

### AMPEX CORP.

Magnetic Tape  
401 Broadway  
M.P. 22-2  
Redwood City, CA 94063  
(415) 367-2011  
**Major Markets:** Component, Peripheral Manufacturing; Miscellaneous Computer Supplies; Disk Drive Manufacturing  
**Products Offered:** Disk Packs  
**Contacts:**  
Head of Marketing: Richard Antonio  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 2,200

### ANVIL CASES, INC.

4128 Temple City Blvd.  
P.O. Box 888  
Rosemead, CA 91770  
(213) 575-8614  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Transit Cases  
**Contacts:**  
Head of Marketing/Customer Service: Ralph Hoopes  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 140

### ASSOCIATED DATA SUPPLY CO.

1331 Centinela Ave.  
Santa Monica, CA 90404  
(213) 453-8822  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Banking  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Audio/Video Cassettes  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** Regional  
**Year Established:** 1971  
**Number of Employees:** 12

### ATHANA, INC.

2730 Monterey St.  
Torrance, CA 90503  
(213) 775-3741  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs; Diskettes; Cartridges  
**Contacts:**  
Head of Marketing: Bradley Liaz  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 250

### BDT PRODUCTS, INC.

17152 Armstrong Ave.  
Irvine, CA 92714  
(714) 560-1386  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Sheet Feeders; Envelope Feeders  
**Contacts:**  
Head of Marketing: Richard L. Given  
**Geographic Coverage:** International  
**Number of Employees:** 50

### BELL & HOWELL

COM Products  
16691 Hale Ave.

### Irvine, CA 92714

(714) 541-1050  
**Major Markets:** OEM (Peripherals-Terminals); Software House; Maintenance/Other Services; Miscellaneous Computer Supplies; Banking; Service Bureau; Insurance  
**Target Applications:** Cross Industry  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Net Sales:** More than \$100 Million (1982)

**Contacts:**  
Head of Marketing: Michael A. Teague  
Head of Sales: R. Mamahrian  
Head of Software: Don Soper  
Head of Engineering: John Scarborough  
Head of Customer Service: H. Hedfield  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 85

### BOHANNAN COMPUTER SUPPLIES, INC.

457 McGinley Lane  
Campbell, CA 95008  
(408) 377-6811  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Cables; Binders  
**Net Sales:** \$100,000 - \$500,000 (1981)  
**Contacts:**  
Head of Marketing/Sales: Michael Uranich  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 12

### BUSINESS INFORMATION SYSTEMS

2428 Foothill Blvd.  
La Crescenta, CA 91214  
(213) 245-3691  
**Major Markets:** Software House; Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Distribution; Retail; Manufacturing; Fully Integrated Systems; Sales; Accounting  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Marketing: Richard L. Sloan  
Head of Sales: Rick Rickling  
Head of Software: Daniel R. Hoefflin  
Head of Engineering: Thomas Privelli  
Head of Customer Service: Steven Grace  
**Geographic Coverage:** Regional  
**Year Established:** 1971  
**Number of Employees:** 60

**BYTCOM, INC.**  
Suite H  
2169 Francisco Blvd.  
San Rafael, CA 94901  
(800) 227-3254  
**Major Markets:**

# Suppliers

Peripheral, Communications  
Equipment and Office Equipment  
Manufacturing; OEM (Peripherals,  
Terminals); Data Services (Service  
Bureau); Miscellaneous Computer  
Supplies; Banking; Time-Sharing  
Services; Dealers & Distribution  
Target Applications: PC Users; Data  
Compression; Modems;  
Multiplexers;  
Protocol Converters  
Contacts:  
Head of Marketing: Gary Sorkin  
Year Established: 1983  
Number of Employees: 150

## CELTIC TECHNOLOGY, INC.

6265 Varol Ave.  
Woodland Hills, CA 91367  
(213) 884-6767  
Major Markets: Peripheral  
Manufacturing, Miscellaneous  
Computer Supplies; Graphics; PC  
Systems  
Products Offered: Film  
Contacts:  
Head of Marketing: Morgan Walker  
Head of Engineering: Richard R.  
Gertach  
Year Established: 1982  
Number of Employees: 25

## CHALLENGE COMPUTER SUPPLIES, INC.

1007 Elwell Court  
Redwood City, CA 94033  
(415) 960-1500  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Geographic Coverage: West of  
Mississippi  
Year Established: 1980  
Number of Employees: 20

## CHECKS TO GO

8384 Hercules St.  
La Mesa, CA 92041  
(619) 460-4975  
Major Markets: Miscellaneous  
Computer Supplies; Small  
Businesses; Medical Accounts  
Products Offered: Forms  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Dan Welty  
Geographic Coverage: International  
Year Established: 1979  
Number of Employees: 45

## COAST COMPUTER SUPPLIES

16 Pamaron Way  
Nevato, CA 94947  
(415) 883-8703  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
Geographic Coverage: International  
Year Established: 1979

## COMPU-RITE CORP.

6010 Yolanda Ave.  
Tarzana, CA 91356

(213) 996-5111

Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Ribbons; WP  
Cartridges  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 50

## COMPUTER FURNITURE & ACCESSORIES, INC.

515 W. 132nd St.  
Gardena, CA 90248  
(213) 327-7710  
Major Markets: Miscellaneous  
Computer Supplies; Furniture  
Supplies  
Products Offered: Furniture  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Geographic Coverage: National  
Year Established: 1979  
Number of Employees: 20

## CPX

19821 Nordhoff St.  
Northridge, CA 91324  
(213) 709-4003  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Third-Party Maintenance; Large End  
User; OEM  
Target Applications: System House;  
Maintenance  
Products Offered: Ribbons; Disk  
Packs; Diskettes; Print Wheels;  
Cleaning Kits  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contacts:  
Head of Marketing: Bob MacGonigal  
Head of Sales: Don Jarrel  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 62

## CYGNET TECHNOLOGIES, INC.

1296 Lawrence Station Road  
Sunnyvale, CA 94089  
(408) 734-9946  
Major Markets: Peripheral,  
Communications Equipment, Office  
Equipment Manufacturing;  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Finance;  
Banking  
Target Applications: Services;  
Networks; Electronic Mail;  
Communications Management;  
Productivity  
Contacts:  
Head of Marketing: Jerry Klein  
Head of Sales: Tony Uperino  
Head of Software: Eric Ha  
Head of Engineering: Lauren  
Yazolino  
Head of Customer Service: Jim  
Richie  
Year Established: 1981  
Number of Employees: 100

## DAISY WHEEL RIBBON CO., INC.

Suite 401  
9375 Archibald Ave.

Cucamonga, CA 91730

(213) 932-1081  
Major Markets: Miscellaneous  
Computer Supplies; Retail;  
Wholesale; Dealers; Dealers  
Products Offered: Ribbons; Tapes;  
Daisy Wheels; Cartridges  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: Stephen  
Baer  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 23

## DATA AIRE, INC.

7442 Orangewood Ave.  
Garden Grove, CA 92641  
(714) 891-3471  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Air Conditioning  
Contacts:  
Head of Marketing/Sales: Don Henry  
Head of Engineering: Sal Alimili  
Geographic Coverage: International  
Year Established: 1979

## DATA DEVICES

INTERNATIONAL  
20235 Bahama St.  
Chatsworth, CA 91311  
(213) 998-2900  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
Products Offered: Tape Cleaners  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Donna Schmidt  
Head of Engineering: Joseph Spitzer  
Geographic Coverage: International  
Year Established: 1973  
Number of Employees: 45

## DATA EQUIPMENT SUPPLY

Microcomputer  
8315 Firestone Blvd.  
Downey, CA 90241  
(213) 923-9381  
Major Markets: OEM (Peripherals-  
Terminals); Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor; Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons; Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Marketing: Jackson Bliss  
Head of Sales: Steve Westmoreland  
Geographic Coverage: National  
Year Established: 1950  
Number of Employees: 15

## DATACQ CORP.

479 Elder Ave.  
Sand City, CA 93955  
(408) 889-4888  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Tapes; Cassette  
Storage; Tape Splicers  
Contacts:  
Head of Marketing/Sales: Judy  
Hooper

Head of Engineering: Steve Jurden  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 12

## THE DAVID JAMISON

CARLYLE CORP.  
2049 Century Park E.  
30th Floor  
Los Angeles, CA 90067  
(213) 277-4562  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Communications; Banking; Oil;  
Communications  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Richard Rose  
Head of Sales: Woody Bethea  
Head of Engineering: Richard Smith  
Geographic Coverage: International  
Year Established: 1976  
Number of Employees: 150

## DAYTON — FORESTER ASSOCIATES, INC.

8740 Shirley Ave.  
Northridge, CA 91324  
(213) 701-0127  
Major Markets: Systems House  
(Commercial OEM);  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Small Business;  
Manufacturing; Trucking  
Target Applications: Medical; Small  
Business; Inventory Control  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing/Sales: N. L.  
Eyster  
Head of Software: P. Parris  
Geographic Coverage: Regional  
Year Established: 1971  
Number of Employees: 12

## DEVOKO DATA PRODUCTS CO.

1500 Martin Ave.  
Santa Clara, CA 95050  
(408) 980-1366  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Microfilm  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing: Chuck Volviler  
Geographic Coverage: National  
Year Established: 1966

## DISCTRON

1701 McCarthy Blvd.  
Milpitas, CA 95035  
(408) 745-6500

**Major Markets:** Component, Peripheral Manufacturing; Miscellaneous Computer Supplies; Small Business; Word Processing  
**Products Offered:** Disk Packs  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 150

## DREXLER TECHNOLOGY CORP.

2557 Charleston Road  
Mountain View, CA 94043  
(415) 969-7277  
**Major Markets:** Miscellaneous Computer Supplies; DP; Component Manufacturing; Semiconductors; Optical Storage  
**Products Offered:** Tapes; Optical Disks; Cards  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 200

## DYSAN CORP.

5201 Patrick Henry Dr.  
Santa Clara, CA 95050  
(408) 988-3472  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs; Diskettes; Magnetic Media  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
Head of Customer Service: Abby Douglas  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 3,000

## ELECTRONICS SYSTEMS FURNITURE

17129 S. Kingsview Ave.  
Carson, CA 90746  
(213) 538-9601  
**Major Markets:** Miscellaneous Computer Supplies; OEM; Dealers  
**Products Offered:** Furniture  
**Contacts:**  
Head of Marketing: John Atchison  
Head of Sales: Lana Dupree  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 32

## ESCON PRODUCTS, INC.

12919 Alcosta Blvd.  
San Ramon, CA 94583  
(415) 820-1256  
**Major Markets:** OEM (Computer Systems); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Retail; Legal; Data Entry  
**Products Offered:** Forms  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Contacts:**  
Head of Marketing: Rod Winchell  
Head of Engineering: Charles Lingel  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 14

## FRANKLIN COMPUTER SYSTEMS

715 Fremont  
S. Pasadena, CA 91030

(213) 441-3123

**Major Markets:** Software House; Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies; CPA; Legal; Ambulance Service  
**Target Applications:** Architects; Client Accounting; Property Management; General Accounting  
**Products Offered:** Ribbons  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 20

## FUNCTIONAL OFFICE FURNITURE, INC.

1281 Anderson Dr.  
San Rafael, CA 94901  
(415) 457-4143  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Offices  
**Products Offered:** Furniture  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 8

## GATES ACOUSTINET, INC.

P.O. Box PP  
Santa Rosa, CA 95403  
(800) 358-9122  
**Major Markets:** Miscellaneous Computer Supplies; Word Processing; Telecommunications; Sound Reduction  
**Products Offered:** Sound Reduction; Cabinets  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1948  
**Number of Employees:** 110

## GENERAL RIBBON CORP.

P.O. Box 447  
Chatsworth, CA 91311  
(213) 709-1234  
**Major Markets:** Miscellaneous Computer Supplies; Dealers; OEM  
**Products Offered:** Ribbons  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Contacts:**  
Head of Marketing: Marvin Van Vay  
Head of Sales: Michael Cooke  
Head of Software: Pam Sopyers  
Head of Engineering: Larry Thomas  
**Geographic Coverage:** National  
**Year Established:** 1929  
**Number of Employees:** 350

## GERARD PICK MICRO-COMPUTER SYSTEMS

350 Mesa Road  
San Monica, CA  
(213) 459-5596  
**Major Markets:** OEM (Peripherals-Terminals); Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Geographic Coverage:** California  
**Year Established:** 1980

## HEAD COMPUTER PRODUCTS, INC.

9614 Cozyroff Ave.  
Chatsworth, CA 91311  
(213) 789-9000  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Diskettes; Drive Cleaning Kits  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 50

## HOFFMAN COMPUTER PRODUCTS

1720 Flower Ave.  
Duarte, CA 91010  
(213) 303-1571  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Diskettes  
**Contacts:**  
Head of Sales: Robert Richards  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 30

## HOLLANDER OFFICE PRODUCTS

Suite B  
41 Duensing Dr.  
Thousand Oaks, CA 91362  
(805) 496-2533  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Print Wheels  
**Contacts:**  
Head of Marketing: Don Maroney  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 50

## ICO — RALLY CORP.

2575 E. Bayshore Road  
Palo Alto, CA 94303  
(415) 856-9900  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Manufacturing  
**Contacts:**  
Head of Marketing: Robert Hamilton  
Head of Engineering: Stephen Metzgar  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 86

## INMAC

2465 Augustine Dr.  
Santa Clara, CA 95051  
(408) 727-1970  
**Major Markets:** Communications Equipment Manufacturing; Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes  
**Contacts:**  
Head of Marketing: Bob Harris  
**Year Established:** 1976  
**Number of Employees:** 100

## INNOVATIVE COMPUTER PRODUCTS

9174 Deering Ave.

Chatsworth, CA 91311  
(213) 998-2400  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Cleaning Kits; Diskette Drives  
**Contacts:**  
Head of Marketing: A. H. Packard  
Head of Sales: Carl Holder  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 60

## JENSEN ENGINEERING, INC.

1859 Hampton Way  
Santa Rosa, CA 95407  
(707) 544-9450  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Acoustical Cabinets; Dust Covers  
**Contacts:**  
Head of Marketing: Olga Thill  
Head of Engineering: Bob Sharp  
**Geographic Coverage:** International  
**Number of Employees:** 85

## LIGHTNING ELIMINATION ASSOCIATES

12516 Lakeland Road  
Santa Fe Springs, CA 90670  
(213) 944-0916  
**Major Markets:** Miscellaneous Computer Supplies; Support Equipment  
**Products Offered:** Electrical Equipment  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Marketing: Hal Prope  
Head of Sales: Al Rich  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 50

## MAGNETRONICS INTERNATIONAL, INC.

16926 S. Keegan Ave.  
Carson, CA 90746  
(213) 603-0151  
**Major Markets:** Miscellaneous Computer Supplies  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** International  
**Year Established:** 1948  
**Number of Employees:** 15

## MEDIA RECOVERY OF CALIFORNIA, INC.

7322 Vajean Ave.  
Van Nuys, CA 91406  
(213) 782-8978  
**Major Markets:** Maintenance/Other Services; Miscellaneous Computer Supplies; Data Processing  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes  
**Geographic Coverage:** California  
**Year Established:** 1974  
**Number of Employees:** 24

## MEDIA SYSTEMS TECHNOLOGY

17991 Fitch  
Irvine, CA 92714  
(714) 957-0240  
**Major Markets:** Peripheral and Office

# Suppliers

Equipment Manufacturing; Software House; Data Services (Service Bureau); Miscellaneous Computer Supplies; Manufacturing; Banking; Education  
**Products Offered:** Diskettes  
**Contacts:**  
 Head of Marketing/Sales: Irv Hamlin  
 Head of Software: Eric Kadison  
 Head of Engineering: Dave Sudden  
 Head of Customer Service: Andy Zros  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 60

## MEMORY MEDIA PRODUCTS

17032 Murphy Ave.  
 Irvine, CA 92714  
 (714) 963-1101  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing/Conti: Edward Conti  
 Head of Engineering: John R. Creech Jr.  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 42

## MICROBETTE CO.

475 Ellis St.  
 Mountain View, CA 94043  
 (415) 968-1604  
**Major Markets:** Miscellaneous Computer Supplies; Computer; Magnetic Media  
**Products Offered:** Diskettes; cassettes  
**Contacts:**  
 Head of Sales: Ron Troxell  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 20

## MULTI TRONICS, INC.

Industrial Products  
 6444 Sierra Court  
 P.O. Box 2295  
 Dublin, CA 94568  
 (415) 829-3300  
**Major Markets:** Computer and Communications Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Miscellaneous Computer Supplies; System Houses; System Integration; Process Control  
**Target Applications:** Water/Waste Water; Data Acquisition; Water Distribution Control; Process Control  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Marketing: Warren McGuffin  
 Head of Sales: Bill Cox  
 Head of Software: James Hays  
 Head of Engineering: Tom Seabury  
 Head of Customer Service: Roy Weaver  
**Geographic Coverage:** National  
**Year Established:** 1970

**Number of Employees:** 200

## HESTAR SYSTEMS, INC.

2585 E. Bayshore Road  
 Palo Alto, CA 94303  
 (415) 493-2223  
**Major Markets:** Component, Computer, Peripheral, Communications Equipment and Office Equipment Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Financial; Manufacturing  
**Contacts:**  
 Head of Marketing: Peter Herten  
 Head of Sales: William Coleman  
 Head of Engineering: Leonard J. Shustak  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 100

## NEWPORT WEST DATA SERVICES, INC.

317 Saratoga Ave.  
 Los Gatos, CA 95030  
 (408) 395-1778  
**Major Markets:** Software House; Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies; Distribution; Manufacturing; Civil Engineering; Inventory Control; Earthwork Systems  
**Products Offered:** Forms; Ribbons; Disk Packs; Tapes  
**Net Sales:** \$100,000 - \$500,000 (1981)  
**Geographic Coverage:** Regional  
**Year Established:** 1979  
**Number of Employees:** 4

## NORMAN MAGNETICS, INC.

2431 S. Anne St.  
 Santa Ana, CA 92704  
 (714) 557-7662  
**Major Markets:** Miscellaneous Computer Supplies; OEM  
**Products Offered:** Disk Packs  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Marketing: Linda M. Price  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 11

## PACIFIC COMPUTER SUPPLY, INC.

2601 Middlefield Road  
 Redwood City, CA 94063  
 (415) 366-0353  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Diskettes; Tapes; Furniture  
**Contacts:**  
 Head of Marketing: John Sanchez  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 11

## PARAGON BUSINESS FORMS, INC.

Suite 325

5530 Corbin Ave.

Tarzana, CA 91356  
 (213) 992-6469  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 12

## PERSONAL RIBBON CO.

P.O. Box 40027  
 San Francisco, CA 94140  
 (415) 431-5557  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Education; End Users  
**Products Offered:** Ribbons  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 3

## QUIET DESIGNS, INC.

3250-1 Keller St.  
 Santa Clara, CA 95050  
 (408) 980-1010  
**Major Markets:** Software House; Dealer/Distributor; Miscellaneous Computer Supplies; Retail; Dealers  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Formatted Diskettes  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing: Don Potten  
 Head of Sales/Customer Service: Merlene Fernandez  
 Head of Software: Laree Baker  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 21

## QUIETPRINT, INC.

P.O. Box 11067  
 Santa Rosa, CA 95406  
 (707) 527-8180  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Acoustical Hoods; Sound Covers  
**Geographic Coverage:** International  
**Year Established:** 1979  
**Number of Employees:** 70

## RGB DESIGNS

3375 Woodward Ave.  
 Santa Clara, CA 95050  
 (408) 748-0400  
**Major Markets:** Peripheral Manufacturing; Miscellaneous Computer Supplies; Distributors/Dealers  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 15

## RUSS BASSET CO.

8189 Byron Road  
 Whittier, CA 90608  
 (213) 945-2445  
**Major Markets:** Miscellaneous Computer Supplies; Micrographics  
**Products Offered:** Furniture; Cabinets for Micrographics  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 80

## SAN SIERRA BUSINESS SYSTEMS

4044 N. Freeway  
 P.O. Box 15967  
 Sacramento, CA 95852  
 (916) 920-4044  
**Major Markets:** Office Equipment Manufacturing; Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Flooring  
**Contacts:**  
 Head of Marketing: Wendy Reeve  
**Geographic Coverage:** Regional  
**Year Established:** 1968  
**Number of Employees:** 500

## SCAN-TRON CORP.

3398 E. 70th St.  
 P.O. Box 5340  
 Long Beach, CA 90805  
 (213) 633-4051  
**Major Markets:** Peripheral Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
 Head of Marketing: R. E. Stewart  
**Geographic Coverage:** National  
**Year Established:** 1972  
**Number of Employees:** 150

## SCM CORP.

Walton Printing Co.  
 6400 Artesia Blvd.  
 Buena Park, CA 90620  
 (714) 523-3200  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$25 Million - \$100 Million (1982)  
**Contacts:**  
 Head of Marketing: Ronald Macholtz  
**Geographic Coverage:** W. Coast  
**Year Established:** 1955  
**Number of Employees:** 200

## SERCOMP CORP.

20721 Superior St.  
 Chatsworth, CA 91311  
 (213) 341-1680  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Print Wheels  
**Net Sales:** \$5 Million - \$25 Million (1980)  
**Contacts:**  
 Head of Marketing: Angelo Simone  
 Head of Sales: John Mathens  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 85

## SIGNAL DATA PROCESSING, INC.

5580 Cherry Ave.  
 Long Beach, CA 90805  
 (213) 531-4450  
**Major Markets:** Data Services (Service Bureau); Miscellaneous Computer Supplies  
**Products Offered:** Forms

**Geographic Coverage:** Regional  
**Year Established:** 1971  
**Number of Employees:** 225

**SNYDER ELECTRONICS, INC.**  
 2082 N. Lincoln Ave.  
 Altadena, CA 91001  
 (213) 794-7139  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Photoelectronic  
 Eye Sensors  
**Geographic Coverage:** National  
**Year Established:** 1952  
**Number of Employees:** 7

**SRW COMPUTER COMPONENTS CO., INC.**  
 18385 Bandler Circle  
 Fountain Valley, CA 92708  
 (714) 963-5500  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Magnetic Tape  
 Package  
**Geographic Coverage:** International  
**Year Established:** 1978

**STANTRON**  
 6914 Beck Ave.  
 N. Hollywood, CA 91605  
 (213) 875-0800  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture;  
 Cabinets  
**Contacts:**  
 Head of Marketing/Sales: Guy  
 Tessier  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 130

**STROUD RESOURCES CORP.**  
 Stroud & Associates  
 2022 N. Chester Ave.  
 Bakersfield, CA 93308  
 (805) 389-5284  
**Major Markets:** Software House;  
 Dealer/Distributor; Miscellaneous  
**Computer Supplies;** Cooperatives;  
 Agriculture; Industrial  
**Target Applications:** Manufacturing  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture; Flooring  
**Geographic Coverage:** Western  
 United States  
**Year Established:** 1980  
**Number of Employees:** 9

**THE SUPPLY DEPOT, INC.**  
 290 Easy St.  
 Unit 4  
 Simi Valley, CA 93065  
 (805) 583-0505  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture  
**Net Sales:** \$1 Million - \$5 Million  
 (1982)  
**Contacts:**  
 Head of Marketing/Sales: Nick  
 Terani  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 17

**SYSTEMS FURNITURE CO.**  
 2727 Maricopa St.  
 Torrance, CA 90503  
 (213) 533-1212  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture;  
 Housing Consoles  
**Contacts:**  
 Head of Sales: Bill Weise  
**Geographic Coverage:** National  
**Year Established:** 1971  
**Number of Employees:** 200

**TOOR FURNITURE CORP.**  
 Suite 14  
 4835 McConnell Ave.  
 Los Angeles, CA 90066  
 (213) 821-1255  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture  
**Net Sales:** \$500,000 - \$1 Million  
 (1982)  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 10

**TRACE SYSTEMS, INC.**  
 1928 Old Middlefield Way  
 Mountain View, CA 94043  
 (415) 964-3115  
**Major Markets:** Peripheral  
 Manufacturing; Miscellaneous  
**Computer Supplies;** Small Industries;  
 Educational  
**Products Offered:** Printer Sound  
 Enclosure  
**Contacts:**  
 Head of Marketing: James Paige  
 Head of Customer Service: Sandy  
 Heckel  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 15

**TRIMM INDUSTRIES**  
 11939 Sherman Road  
 N. Hollywood, CA 91605  
 (800) 423-2024  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture  
**Contacts:**  
 Head of Sales: Phil Drachman  
**Geographic Coverage:** International  
**Year Established:** 1928  
**Number of Employees:** 100

**ULTRA MAGNETICS TECHNOLOGY, INC.**  
 7 Hangar Way  
 Watsonville, CA 95076  
 (408) 728-7777  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Diskettes  
**Contacts:**  
 Head of Marketing: Steve Farketch  
 Head of Sales: Bill O'Brien  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 170

**UVP, INC.**  
 5100 Walnut Grove Ave.  
 San Gabriel, CA 91778  
 (213) 285-3123  
**Major Markets:** Miscellaneous

**Computer Supplies;** Electronics;  
 Scientific  
**Products Offered:** Support  
 Equipment  
**Contacts:**  
 Head of Marketing: Bob Sinek  
**Geographic Coverage:** International  
**Year Established:** 1932  
**Number of Employees:** 100

**VAN SAN CORP.**  
 16735 E. Johnson Dr.  
 City of Industry, CA 91745  
 (213) 961-7211  
**Major Markets:** Miscellaneous  
**Computer Supplies;** Computer  
 Manufacturing; Systems Dealer  
**Products Offered:** Computer  
 Enclosures; Acoustical Covers  
**Net Sales:** \$1 Million - \$5 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Mark  
 Vandenlandham  
 Head of Sales: Steve Holland  
 Head of Engineering: Ron Dain  
 Head of Customer Service: Marim  
 Thomas  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 15

**VANIER GRAPHICS CORP.**  
 8787 Olive Lane  
 Santee, CA 92071  
 (619) 448-3000  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Forms  
**Net Sales:** \$25 Million - \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing/Sales: Tom  
 Goddard  
**Geographic Coverage:** National  
**Year Established:** 1949  
**Number of Employees:** 1,030

**VERBATIM CORP.**  
 323 Soquel Way  
 Sunnyvale, CA 94086  
 (408) 245-4400  
**Major Markets:** Peripheral  
 Manufacturing; Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Diskettes; Tapes  
**Contacts:**  
 Head of Marketing: Harry Fekkes  
 Head of Sales: Scott Cochran  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 1,800

**VIRCO MANUFACTURING CORP.**  
 15134 S. Vermont Ave.  
 P.O. Box 44846  
 Los Angeles, CA 90044  
 (213) 532-3570  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1950  
**Number of Employees:** 2,000

**VISU-FLEX CO.**  
 7633 Bequette Ave.  
 Pico Rivera, CA 90660

(213) 949-9591  
**Major Markets:** Miscellaneous  
**Computer Supplies;** Microfiche  
**Products Offered:** Furniture; Fiche  
 Packaging; Fiche Storage  
**Net Sales:** \$1 Million - \$5 Million  
 (1981)  
**Contacts:**  
 Head of Sales: Michael Krawczyk  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 35

**WANGTEK**  
 5845 Uplander Way  
 Culver City, CA 90230  
 (213) 410-1444  
**Major Markets:** Miscellaneous  
**Computer Supplies;** Computer  
 Manufacturers  
**Products Offered:** Tape Streamers  
**Contacts:**  
 Head of Marketing: Keith Ullal  
 Head of Sales: Whitney Lynn  
 Head of Customer Service: Tim  
 Eliand  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 35

**WESCAN INSTRUMENTS, INC.**  
 3018 Scott Blvd.  
 Santa Clara, CA 95050  
 (408) 727-3519  
**Major Markets:** Peripheral  
 Manufacturing; Miscellaneous  
**Computer Supplies;** Scientific  
**Products Offered:** Forms; Pens  
**Contacts:**  
 Head of Marketing: Tom Jupille  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

**WESPERCORP**  
 Wesperline  
 14321 New Myford Road  
 Tustin, CA 92680  
 (714) 730-6250  
**Major Markets:** Miscellaneous  
**Computer Supplies:**  
**Products Offered:** Furniture;  
 Cabinets  
**Net Sales:** \$5 Million - \$25 Million  
 (1982)  
**Contacts:**  
 Head of Marketing/Sales: Charles  
 Geiger  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 140

**WEST COAST BUSINESS PRODUCTS, INC.**  
 Suite 207  
 6920 Hayvenhurst Ave.  
 Van Nuys, CA 91406  
 (213) 989-5533  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies;  
 WP; DP  
**Products Offered:** Ribbons;  
 Diskettes; Magnetic Media; Print  
 Wheels  
**Net Sales:** \$1 Million - \$5 Million  
 (1981)  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 10

# Suppliers

## WEST COAST COMPUTER EXCHANGE, INC.

11309 Folsom Blvd.  
Rancho Cordova, CA 95670  
(916) 635-9340

**Major Markets:** OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies; Banking; Education; Retail

**Target Applications:** Engineering; Accounting; Research  
**Products Offered:** Forms; Disk Packs; Diskettes; Tapes  
**Net Sales:** \$5 Million - \$25 Million (1981)

**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 30

## WESTERN COMPUTER SUPPLY CO.

820-H Los Vallecitos  
San Marcos, CA 92069  
(619) 744-8250

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Geographic Coverage:** National  
**Year Established:** 1978

## WORDEX CORP.

1965 Adams Ave.  
San Leandro, CA 94577  
(415) 566-6796

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Magnetic Media; Print Wheels  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**

Head of Sales: Jerry Pappalardo  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 40

## XEROX MAGNETICS

150 Charcot Ave.  
San Jose, CA 95131  
(408) 262-4136

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs

## XIDEX CORP.

P.O. Box 418  
Sunnyvale, CA 94086  
(415) 965-7350

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Diskettes; Micrographics; Supplies  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**

Head of Marketing: Glen Mezher  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 800

## COLORADO

## APPARAT, INC.

4401 S. Tamarac Pkwy.  
Denver, CO 80237  
(303) 741-1778

**Major Markets:** Component and Peripheral Manufacturing; Software House; Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; General Business; Application; Data Base  
**Products Offered:** Diskettes; Printer Stands  
**Net Sales:** \$1 Million - \$5 Million (1983)  
**Contacts:**

Head of Marketing/Sales: Lois Lauetta  
Head of Software: Brian Utti  
Head of Engineering: William Roach  
Head of Customer Service: Roosevelt Wilson  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 45

## ASPEN RIBBONS, INC.

1700 N. 55th St.  
Boulder, CO 80301  
(303) 444-4054

**Major Markets:** Miscellaneous Computer Supplies; Wholesale; OEM  
**Products Offered:** Ribbons  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**

Head of Marketing/Sales: Peter C. Williams  
Head of Engineering: William Schiffracher  
Head of Customer Service: Dianne Gendreau  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 80

## BROWN DISC

**MANUFACTURING, INC.**  
1015 Garden of the Gods Road  
Colorado Springs, CO 80907  
(303) 593-1015

**Major Markets:** Miscellaneous Computer Supplies; Disk Drive Manufacturing; OEM  
**Products Offered:** Diskettes  
**Contacts:**

Head of Marketing/Sales: Bill Michalenko  
Head of Engineering: Bob Pretko  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 130

## COMPUTER PRODUCTS & SYSTEMS, INC.

755 S. Federal Blvd.  
Denver, CO 80219  
(303) 922-3530

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs; Diskettes; Tapes; Flooring; Labels; A/C Systems  
**Geographic Coverage:** Wyoming, Colorado  
**Year Established:** 1968  
**Number of Employees:** 6

## DAKOTA GRAPHICS, INC.

9655 W. Colfax  
Lakewood, CO 80215  
(303) 237-0408

**Major Markets:** Data Services (Service Bureau); Miscellaneous Computer Supplies; Engineering  
**Products Offered:** Aperture Cards; Microfilm Supplies  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Sales: Dean A. Ward  
**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 50

## ENGINEERED DATA PRODUCTS

470 E. 76th  
Denver, CO 80229  
(303) 289-4676

**Major Markets:** Office Equipment Manufacturing; Miscellaneous Computer Supplies; Media Storage  
**Products Offered:** Furniture; Media Storage; Equipment  
**Contacts:**  
Head of Marketing/Sales: C. Folden  
Head of Engineering: W. Atkinson  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 50

## INPUT-EZ CORP.

7330 S. Alton Way  
Unit E  
Englewood, CO 80112  
(303) 779-5571

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Terminal Stands  
**Net Sales:** \$500,000 - \$1 Million (1981)  
**Contacts:**

Head of Marketing: Martin Mann  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 10

## OFFICE PRODUCTS

**INTERNATIONAL**  
P.O. Box 26339  
Denver, CO 80226  
(303) 279-9341

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Print Wheels  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 35

## SAMSONITE CORP.

Contract Furniture  
11200 E. 45th Ave.  
Denver, CO 80239  
(303) 373-6134

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; CRT Stands; Terminal Stands  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
Head of Marketing: Robert Raichle  
**Geographic Coverage:** International  
**Year Established:** 1951

**Number of Employees:** 1,000

## TOTAL BUSINESS SYSTEMS, INC.

3470 S. Broadway  
Englewood, CO 80110  
(303) 762-9430

**Major Markets:** Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Financial; Construction; File Management; WP  
**Products Offered:** Ribbons; Disk Packs; Diskettes  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Contacts:**

Head of Marketing: Marj Nickum  
Head of Engineering: Anthony Racz  
Head of Customer Service: Lisa Racz  
**Geographic Coverage:** Denver  
**Year Established:** 1961  
**Number of Employees:** 15

## CONNECTICUT

## CIR-TEK, INC.

Danver Division  
1813 Dixwell Ave.  
Hamden, CT 06514  
(203) 288-6666

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Microfilm  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**

Head of Marketing/Sales: R. W. D'Angelo  
**Geographic Coverage:** National  
**Year Established:** 1966  
**Number of Employees:** 40

## MAGNETIC INFORMATION

**SYSTEMS, INC.**  
415 Howe Ave.  
Shelton, CT 06484  
(203) 735-6477

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Diskettes; Cassettes  
**Contacts:**  
Head of Marketing/Engineering: Vince Russo  
**Geographic Coverage:** International  
**Year Established:** 1976  
**Number of Employees:** 12

## MULTIFORMS, INC.

480 Kings Highway Cutoff  
P.O. Box 871  
Fairfield, CT 06430  
(203) 255-3800

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing/Sales: Lou Cervini

# Suppliers

Head of Engineering: Craig Ellenbogen  
Head of Customer Service: Gary Spadoni  
**Geographic Coverage:** Regional  
**Year Established:** 1954  
**Number of Employees:** 60

## TRANSCIENCE INDUSTRIES, INC.

179 Ludlow St.  
Stamford, CT 06902  
(203) 327-7810  
**Major Markets:** Miscellaneous Computer Supplies; OEM; Dealer; Distributor  
**Products Offered:** Security Systems  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Douglas W. Sherman  
Head of Engineering: Manfred Davis  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 98

## FLORIDA

### ATLANTIC DATA FURNITURE PRODUCTS, INC.

4507 W. Alva Ave.  
Tampa, FL 33614  
(813) 879-3504  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Tape Library  
**Contacts:**  
Head of Marketing: John Kellogg  
Head of Sales: Steve Lipton  
**Geographic Coverage:** National  
**Year Established:** 1978

### BETTER BUSINESS FORMS, INC.

6201 80th Ave. N.  
P.O. Box 250  
Pinellas Park, FL 33565  
(813) 223-2568  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Greg Appenfelder  
**Geographic Coverage:** Regional  
**Year Established:** 1960  
**Number of Employees:** 260

### BUSINESS EQUIPMENT & SUPPLY

3645 Fowler St.  
Fl. Meyers, FL 33901  
(813) 939-4554  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$500,000 - \$1 Million (1982)

**Contacts:**  
Head of Marketing: Clifford Warden  
**Geographic Coverage:** Florida  
**Year Established:** 1962  
**Number of Employees:** 14

### COMPUTER SUPPLY CORP.

1365 N. W. 159 St.  
Miami, FL 33169  
(305) 620-6400  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Diskettes; Furniture; Media Products  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Sales: Tom Crawford  
**Geographic Coverage:** Florida  
**Year Established:** 1975  
**Number of Employees:** 15

### MEDIA SERVICE GROUP

Suite 300  
15 E. Merritt Island Causeway  
First National Bank Building  
Merritt Island, FL 32952  
(305) 453-5003  
**Major Markets:** Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Small Business  
**Products Offered:** Forms; Ribbons; Diskettes  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 5

### NATIONAL DATA PRODUCTS, INC.

8510 Sunstate  
Tampa, FL 33614  
(813) 886-6661  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Banks; Education; General Business  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Flooring  
**Contacts:**  
Head of Marketing: Howard Sellers  
**Geographic Coverage:** National  
**Year Established:** 1972

### ROYAL DATA, INC.

2199 Garden St.  
P.O. Box 2745  
Titusville, FL 32780  
(305) 267-1960  
**Major Markets:** Computer Manufacturing; OEM (Computer Systems); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Manufacturing; Small Business  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Marketing: Gene Kelly  
Head of Software: Chuck Brossier  
Head of Customer Service: Perry Fisch  
**Geographic Coverage:** International  
**Year Established:** 1979

**Number of Employees:** 22

### VALBRO BUSINESS FORMS

37 N. Boyd  
Winter Garden, FL 32787  
(305) 855-2331  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
Head of Marketing: Bert Valdes  
Head of Sales: George Bekemeyer  
**Geographic Coverage:** National  
**Year Established:** 1937  
**Number of Employees:** 50

## GEORGIA

### COMPUTER PERIPHERAL SYSTEMS, INC.

P.O. Box 98282  
Atlanta, GA 30359  
(404) 292-9565  
**Major Markets:** Communications Equipment Manufacturing; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Burroughs; Data Communications Networks  
**Contacts:**  
Head of Marketing: Richard Fetsko  
**Number of Employees:** 6

### CURTIS 1000, INC.

1000 Curtis Dr.  
Smyrna, GA 30080  
(404) 436-6155  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Letterheads; Envelope Printing  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
Head of Marketing: R. A. Woolcott  
Head of Sales: O. J. Holloman  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 2,000

### LABEL AMERICA, INC.

5430 Ponce De Leon Ave.  
P.O. Box 1245  
Stone Mountain, GA 30083  
(404) 934-8040  
**Major Markets:** Miscellaneous Computer Supplies; Printing Labels  
**Products Offered:** Computer Labels  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 20

### MODEMS PLUS, INC.

217 E. Trinity Place  
P.O. Box 1727  
Decatur, GA 30030  
(404) 378-5276  
**Major Markets:** Communications Equipment Manufacturing; OEM (Computer Systems); OEM

(Peripherals-Terminals); Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Engineering: Tom Young  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 20

### UNITED ENGINEERING CO., INC.

880 Johnson Ferry Road  
Atlanta, GA 30342  
(404) 256-4871  
**Major Markets:** Miscellaneous Computer Supplies; Manufacturer's Representatives; Government; Airlines; Scientific  
**Products Offered:** Support Equipment for Computer Room  
**Contacts:**  
Head of Marketing: E. William Vester  
**Geographic Coverage:** Regional  
**Year Established:** 1964  
**Number of Employees:** 6

### WOODBURY BUSINESS FORMS, INC.

101 Industrial Blvd.  
La Grange, GA 30240  
(404) 882-2977  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
Head of Marketing: Jerry Phillips  
**Geographic Coverage:** National  
**Year Established:** 1954  
**Number of Employees:** 180

## IDAHO

### BOISE CASCADE CORP.

1 Jefferson Square  
Boise, ID 83728  
(208) 384-6161  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Furniture; Paper, Packaging  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
Head of Marketing: Jon H. Miller  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 28,300

### COUNTRYSIDE DATA, INC.

Suite 201  
718 N. Skyline  
Idaho Falls, ID 83402  
(208) 529-8576  
**Major Markets:** Software House; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 3

# Suppliers

## ILLINOIS

**ACCO INTERNATIONAL, INC.**  
U.S. Division  
770 S. Acco Plaza  
Wheeling, IL 60090  
(312) 541-9500

**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Furniture;  
Retention Furniture For Magnetic  
Media  
**Net Sales:** More than \$100 Million  
(1982)  
**Contacts:**  
Head of Marketing: R. D. Stamm  
**Geographic Coverage:** International  
**Year Established:** 1907  
**Number of Employees:** 1,000

**ACL, INC.**  
1960 E. Devon  
Elk Grove Village, IL 60007  
(312) 981-9212  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Antistatic  
Products  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Contacts:**  
Head of Marketing: Stephen A.  
Halpern  
**Geographic Coverage:** National  
**Year Established:** 1953  
**Number of Employees:** 10

**ADVANCE ACCESS GROUP,  
INC.**  
Suite 315  
2200 S. Main St.  
Lombard, IL 60148  
(312) 629-5800  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Storage Units;  
Antistatic Material  
**Contacts:**  
Head of Customer Service: Bette  
Baumbeck  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 12

**ADVANCE BINDERY CO.**  
210 S. Clinton St.  
Chicago, IL 60606  
(312) 372-4538  
**Major Markets:** Miscellaneous  
**Computer Supplies;** OEM Market;  
Dealer; Distributor  
**Net Sales:** \$500,000 - \$1 Million  
(1981)  
**Contacts:**  
Head of Sales: Glenn Nicklow  
**Geographic Coverage:** National  
**Year Established:** 1930  
**Number of Employees:** 25

**AMBASSADOR OFFICE  
EQUIPMENT, INC.**  
1590 Touhy Ave.  
Elk Grove Village, IL 60007  
(312) 228-5700  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;

Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
**Geographic Coverage:** Chicago  
**Year Established:** 1974  
**Number of Employees:** 100

**AMCO ENGINEERING CO.**  
3801 N. Rose St.  
Schiller Park, IL 60176  
(312) 671-6670  
**Major Markets:** Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
**Products Offered:** Furniture;  
Enclosures  
**Contacts:**  
Head of Marketing: Robert Komarek  
Head of Sales: Floyd Johnson  
**Geographic Coverage:** National  
**Year Established:** 1943  
**Number of Employees:** 230

**AMDEX**  
2201 Lively Blvd.  
Elk Grove Village, IL 60007  
(312) 364-1180  
**Major Markets:** Peripheral  
Manufacturing; Miscellaneous  
Computer Supplies  
**Products Offered:** Diskettes  
**Contacts:**  
Head of Sales: Marc Solley  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 45

**AMERICAN INTELLIGENT  
MACHINES**  
175 Hallday Road  
P.O. Box 48  
Lincolnshire, IL 60069  
(312) 634-0076  
**Major Markets:** OEM (Computer  
Systems); Software House; Systems  
House (Commercial OEM); Data  
Services (Service Bureau);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Business Systems; Accounting  
Systems  
**Products Offered:** Disk Packs;  
Diskettes; Tapes  
**Contacts:**  
Head of Marketing: Susan Tharp  
Head of Software: S. Smith  
**Geographic Coverage:** International  
**Year Established:** 1975

**AVERY INTERNATIONAL CO.**  
Agner Co.  
426 S. Clinton St.  
Chicago, IL 60607  
(312) 427-7414  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Forms; Indexes;  
Guides  
**Net Sales:** \$25 Million - \$100 Million  
(1982)  
**Contacts:**  
Head of Marketing: Philip Corse  
**Geographic Coverage:** International  
**Year Established:** 1909  
**Number of Employees:** 800

**BRET FORD MANUFACTURING**  
9715 Soreng Ave.  
Schiller Park, IL 60176

(312) 678-2545  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Furniture  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Sales: David Petrick  
**Geographic Coverage:** International  
**Year Established:** 1948  
**Number of Employees:** 150

**DIETZGEN CORP.**  
250 Wille Road  
Des Plaines, IL 60018  
(312) 635-5200  
**Major Markets:** Miscellaneous  
**Computer Supplies;** Engineering;  
Architecture  
**Products Offered:** Supplies for CAD  
Equipment  
**Contacts:**  
Head of Marketing: Percy Maynard  
Head of Sales: Bill Wheaton  
Head of Engineering: Ron Bauer  
**Geographic Coverage:** International  
**Year Established:** 1885  
**Number of Employees:** 300

**FELLOWS MANUFACTURING  
CO.**  
Eichner Systems Div.  
1789 Norwood Ave.  
Itasca, IL 60143  
(312) 893-1600  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Storage Devices  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing: James Colwell  
Head of Sales: Jerome Dewberry  
Head of Engineering: Douglas  
Ramsdale  
**Geographic Coverage:** International  
**Year Established:** 1917  
**Number of Employees:** 500

**INTER BUSINESS CORP.**  
Incomm  
115 N. Wolf Road  
Wheeling, IL 60090  
(312) 459-8881  
**Major Markets:** Component,  
Peripheral, Communications  
Equipment Manufacturing;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
End Users; Dealers; OEM  
**Target Applications:** Systems  
House; Data Communications;  
Peripherals  
**Contacts:**  
Head of Marketing: Mike Touragan  
Head of Engineering: John Todaro  
Head of Customer Service: John  
Baldin  
**Year Established:** 1980  
**Number of Employees:** 41

**JAMES METAL PRODUCTS  
CO.**  
James System Division  
2929 N. Oakley Ave.  
Chicago, IL 60618  
(312) 472-2811  
**Major Markets:** Peripheral, Office

Equipment Manufacturing;  
Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing: W. K. Hollander  
Head of Engineering: L. Patterson  
**Geographic Coverage:** International  
**Year Established:** 1890  
**Number of Employees:** 26

**MAGNETIC SHIELD**  
Perfection Mica Co.  
740 N. Thomas Dr.  
 Bensenville, IL 60106  
(312) 766-7800  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Carrying Case for  
Magnetic Media  
**Contacts:**  
Head of Marketing: Gerald Sodaro  
**Geographic Coverage:** National  
**Year Established:** 1941  
**Number of Employees:** 45

**MICROSEAL CORP.**  
2000 Lewis Ave.  
Zion, IL 60099  
(312) 872-1666  
**Major Markets:** Software House;  
Miscellaneous Computer Supplies  
**Products Offered:** Micrographics;  
Supplies  
**Contacts:**  
Head of Sales: Thomas Anderson Jr.  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 50

**MOORE BUSINESS FORMS,  
INC.**  
U.S. Forms  
1205 Milwaukee Ave.  
Glenview, IL 60025  
(312) 480-3000  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Forms  
**Net Sales:** More than \$100 Million  
(1981)  
**Contacts:**  
Head of Marketing: John Anderluh  
Head of Sales: Thomas J. Pruter  
**Geographic Coverage:** International  
**Year Established:** 1882  
**Number of Employees:** 12,000

**MOTOROLA, INC.**  
1301 E. Algonquin Road  
Schaumburg, IL 60196  
(312) 576-7000  
**Major Markets:** Component,  
Computer, Terminal,  
Communications Equipment, Office  
Equipment Manufacturing; OEM  
(Peripherals-Terminals);  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Public Safety; Industrial; Petroleum  
**Target Applications:** Mass Transit;  
Security; Motor Vehicles; Hospital  
Paging  
**Contacts:**  
Head of Marketing: Bob Cecil

# Suppliers

Head of Sales: Art Sundry  
Head of Customer Service: Ira Walker  
**Geographic Coverage:** International  
**Year Established:** 1928  
**Number of Employees:** 75,000

**MULTIGRAPHICS**  
1800 W. Central Road  
Mt. Prospect, IL 60056  
(312) 398-1900x2281  
**Major Markets:** OEM (Computer Systems); Dealer/Distributor; Dealer; Miscellaneous Computer Supplies; Engineering; Manufacturing; OCR; Graphics; CAD  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes  
**Contacts:**  
Head of Marketing: Don Klipstein  
Head of Sales: Jack Burman  
Head of Engineering: Robert Fletcher  
**Year Established:** 1924  
**Number of Employees:** 12,000

**NATIONAL NCE CORP.**  
297 Carlton  
Carol Stream, IL 60188  
(312) 682-0001  
**Major Markets:** Miscellaneous Computer Supplies; WP; DP  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Paper; Print Wheels  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 75

**OFFICE ELECTRONICS, INC.**  
122 W. 22nd St.  
Oak Brook, IL 60521  
(312) 655-6400  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms; Tab Cards  
**Contacts:**  
Head of Sales: William Heidemann  
**Geographic Coverage:** Regional  
**Year Established:** 1956  
**Number of Employees:** 300

**OFFICE SUITES, INC.**  
359 N. Wells St.  
Chicago, IL 60610  
(312) 467-6290  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Wall Panels  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 250

**PERFECT PLASTIC PRINTING CORP.**  
136 Official Road  
P.O. Box 124  
Addison, IL 60101  
(312) 543-7680  
**Major Markets:** Miscellaneous Computer Supplies; Banking  
**Products Offered:** Magnetic Strip Cases  
**Contacts:**  
Head of Marketing: R. J. Hildreth  
**Geographic Coverage:** National

**Year Established:** 1964  
**Number of Employees:** 100

**PRYOR CORP.**  
Computer Supplies  
400 N. Michigan Ave.  
Chicago, IL 60611  
(312) 614-5650  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Contacts:**  
Head of Marketing: George Porter  
**Geographic Coverage:** Regional  
**Year Established:** 1959  
**Number of Employees:** 320

**QUILL CORP.**  
100 S. Scheller Road  
Lincolnshire, IL 60069  
(312) 634-4850  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Contacts:**  
Head of Marketing: Don Hoff  
**Geographic Coverage:** National  
**Year Established:** 1956  
**Number of Employees:** 300

**REMOTE COMPUTING SUPPLIES**  
3415 Hickory Trail  
Downers Grove, IL 60515  
(312) 964-7800  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Binders; Static Mats  
**Net Sales:** \$100,000 - \$500,000 (1982)  
**Geographic Coverage:** National  
**Year Established:** 1969  
**Number of Employees:** 3

**SHEPARD GROUP CO.**  
Suite 603  
6 N. Michigan Ave.  
Chicago, IL 60602  
(312) 346-7090  
**Major Markets:** Peripheral Manufacturing; Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Printwheels  
**Contacts:**  
Head of Marketing: Ralph Birdsong  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 20

**STAR FORMS, INC.**  
4414 River Dr.  
Milne, IL 61265  
(309) 797-1389  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
Head of Marketing: Jeff Gillilan  
Head of Sales: Carr Summers

**Geographic Coverage:** National  
**Year Established:** 1959  
**Number of Employees:** 150

**TAPE RESEARCH, INC.**  
150 Chicago St.  
Cary, IL 60013  
(312) 639-0585  
**Major Markets:** Peripheral Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Tapes; Floppy Disk Media  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Dennis Gotsch  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 55

**TRI, INC. (TAPE RESEARCH, INC.)**  
150 Chicago St.  
Cary, IL 60013  
(312) 639-0585  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Diskettes; Tapes  
**Contacts:**  
Head of Sales/Marketing: Dennis Gotsch  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 50

**UARCO, INC.**  
W. County Line Road  
Barrington, IL 60010  
(312) 381-7000  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Paper Handling Devices; Antistatic Mats  
**Contacts:**  
Head of Marketing: L. S. Richards  
Head of Sales: B. H. Moses  
**Geographic Coverage:** National  
**Year Established:** 1894  
**Number of Employees:** 4,500

**UARCO, INC.**  
Uarco Computer Supplies  
121 N. Ninth St.  
P.O. Box 948  
Dekalb, IL 60115  
(800) 435-0713  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Contacts:**  
Head of Marketing: Lois S. Richards  
Head of Sales: Richard C. Meara  
**Geographic Coverage:** National  
**Year Established:** 1980

**WARASH DATA TECH, INC.**  
2 Continental Towers  
1701 Golf Road  
Rolling Meadows, IL 60008  
(312) 593-6363  
**Major Markets:** Peripheral Manufacturing; Miscellaneous Computer Supplies

**Products Offered:** Diskettes; Storage Tapes  
**Contacts:**  
Head of Marketing: Joseph Ganley  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 50

**WALLACE COMPUTER SERVICES, INC.**  
4600 W. Roosevelt Road  
Hillside, IL 60162  
(312) 449-8600  
**Major Markets:** Distributor; Dealer; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Tapes; Furniture; Labels  
**Contacts:**  
Head of Marketing/Sales: J. Schwan  
**Geographic Coverage:** National  
**Year Established:** 1908  
**Number of Employees:** 2,000

**WILSON JONES CO.**  
6150 W. Touhy Ave.  
Chicago, IL 60648  
(312) 774-7700  
**Major Markets:** Systems House (Commercial OEM); Miscellaneous Computer Supplies; Accounting  
**Products Offered:** Forms; Furniture; Office Supplies; Binders  
**Contacts:**  
Head of Marketing/Sales: James A. Yates  
**Year Established:** 1897

## INDIANA

**CORNELIUS BUSINESS FORMS & SYSTEMS**  
Suite 315  
3435 Emerson Way N.  
Indianapolis, IN 46226  
(317) 545-4240  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Marketing/Sales: David Cornelius  
**Geographic Coverage:** Indiana  
**Year Established:** 1900  
**Number of Employees:** 12

**DOMORE CORP.**  
2400 Sterling Ave.  
P.O. Box 1289  
Elkhart, IN 46515  
(219) 293-0621  
**Major Markets:** Miscellaneous Computer Supplies; Business  
**Products Offered:** Furniture  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Gary H. Beals  
Head of Engineering: Roy W. Fink  
**Geographic Coverage:** National  
**Year Established:** 1926  
**Number of Employees:** 200

# Suppliers

## MARKHON INDUSTRIES, INC.

200 Bond St.  
Wabash, IN 46992  
(219) 563-2161  
**Major Markets:** Component Manufacturing; Maintenance/Other Services; Miscellaneous Computer Supplies; Data Processing; Electronics; Telecommunications  
**Products Offered:** Custom Cabinets  
**Contacts:**  
Head of Marketing: Greg Myers  
**Geographic Coverage:** National  
**Year Established:** 1975

## WILLAMETTE INDUSTRIES, INC.

Business Forms  
6481 Saguro Court  
Indianapolis, IN 46268  
(317) 297-3033  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** More than \$100 Million (1981)  
**Geographic Coverage:** International

## IOWA

## FRYE COPYSYSTEMS, INC.

2205 Bell Ave.  
P.O. Box 4947  
Des Moines, IA 50321  
(515) 263-3800  
**Major Markets:** Miscellaneous Computer Supplies  
**Target Industries:** Distributors; OEM  
**Products Offered:** Print Ribbons  
**Geographic Coverage:** International  
**Year Established:** 1971

## MID-AMERICA SUPPLY CO., INC.

Suite B  
1548 N.W. 86th St.  
Des Moines, IA 50311  
(515) 225-3866  
**Major Markets:** Dealers; Distributors; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Disk Packs; Tapes; Furniture; Flooring  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Geographic Coverage:** National  
**Year Established:** 1971

## RING KING VISIBLES, INC.

2210 Second Ave.  
Muscatine, IA 52761  
(319) 263-8144  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture; Floppy Files; Stands; Binders  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Lee Nelson  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 125

## KANSAS

### CRAMER, INC.

825 Adams St.  
Kansas City, KS 66105  
(913) 621-6700  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Contacts:**  
Head of Marketing/Sales: Thomas R. Hyland  
Head of Engineering: Bob Wehner  
**Geographic Coverage:** International  
**Year Established:** 1886

### THE WOOD WORKS

11th & Haskell  
P.O. Box 407  
Lawrence, KS 66044  
(913) 842-7797  
**Major Markets:** Miscellaneous Computer Supplies; Micro Users  
**Products Offered:** Furniture  
**Contacts:**  
Head of Marketing: Dan Coester  
**Geographic Coverage:** National  
**Year Established:** 1980

## KENTUCKY

### EAGLES COMPUTER FORMS

820 Lane Allen Road  
P.O. Box 11490  
Lexington, KY 40504  
(606) 277-4111  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
Head of Marketing: R. C. Fuller  
**Geographic Coverage:** U.S. and Canada

## MARYLAND

### AIRFLOW CO.

19050 Laytonville Road  
Gaithersburg, MD 20879  
(301) 948-5000  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Computer Room Air Conditioning  
**Contacts:**  
Head of Marketing: Owen Thomas  
Head of Sales: Henry Cousineau  
**Geographic Coverage:** International  
**Year Established:** 1959  
**Number of Employees:** 115

### ATLANTIC CABINET CORP.

Interstate Park  
P.O. Box 100  
Williamsport, MD 21795  
(301) 223-8900  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture

**Net Sales:** \$1 Million - \$5 Million (1981)

**Geographic Coverage:** National  
**Year Established:** 1964  
**Number of Employees:** 30

### CHAFITZ, INC.

1055 First St.  
Rockville, MD 20850  
(301) 340-3300  
**Major Markets:** Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; R&D  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
Head of Marketing: Arleen Chafitz  
Head of Engineering: Gerry Cain  
**Geographic Coverage:** Maryland, Virginia and Washington, D.C.  
**Year Established:** 1971  
**Number of Employees:** 30

### CHAMPION DATA PRODUCTS, INC.

28-Q Industrial Park Dr.  
St. Charles, MD 20601  
(301) 843-6980  
**Major Markets:** Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Federal Government; Commercial Attorneys; General Business  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes; Test Equipment  
**Geographic Coverage:** Washington D.C. Area  
**Year Established:** 1981  
**Number of Employees:** 4

### GENERAL KINETICS, INC.

Media Division  
12300 Parklawn Dr.  
Rockville, MD 20852  
(301) 881-2044  
**Major Markets:** Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Enclosures  
**Geographic Coverage:** National  
**Year Established:** 1957  
**Number of Employees:** 100

### IDEAS, INC.

10759 Tucker St.  
Beltsville, MD 20705  
(301) 937-3600  
**Major Markets:** Component, Computer, Peripheral, Communications Equipment and Office Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Training Simulators; Government; Hospitals; Military; Communications; Remote Sensing; LANs  
**Contacts:**  
Head of Marketing: Barbara Duffy  
Head of Sales: David Matheson  
Head of Engineering: Dale Barrick  
**Geographic Coverage:** International

**Year Established:** 1970  
**Number of Employees:** 300

### KLEEN STRIKE, INC.

9167 Red Branch Road  
Columbia, MD 21045  
(301) 997-5868  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons  
**Contacts:**  
Head of Sales/Customer Service: Sylvia Moore  
Head of Engineering: Leonard Streigh  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 35

### MA.COM

Alenthus Data, Inc.  
6011 Executive Blvd.  
Rockville, MD 20852  
(301) 770-1150  
**Major Markets:** OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Contacts:**  
Head of Marketing: Edward Sharp  
**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 400

### SPARTAN INDUSTRIES, INC.

Magnetic Media Products  
4015 Sandy Spring Road  
Burtensville, MD 20866  
(301) 384-1300  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Government; Manufacturing; Legal  
**Target Applications:** Associations  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Toners, Developers; Print Wheels  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Marketing/Sales: Gabriel Najjar  
Head of Customer Service: Leigh Tran  
**Geographic Coverage:** National  
**Year Established:** 1976  
**Number of Employees:** 8

### TATE ARCHITECTURAL PRODUCTS

7510 Montevideo Road  
Jessup, MD 20794  
(301) 799-4200  
**Major Markets:** Miscellaneous Computer Supplies; Access Flooring Manufacturing  
**Products Offered:** Flooring  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
Head of Marketing: Del Birch  
Head of Sales: Bill Mornil  
Head of Software: Al Kiesling  
Head of Engineering: Ronald Anderson  
Head of Customer Service: T. Kidd

**Geographic Coverage:** International  
**Year Established:** 1985  
**Number of Employees:** 400

**TESCO, INC.**  
 Bud Information Systems  
 101 Lakefront Dr.  
 Cockeysville, MD 21030  
 (301) 628-5300  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Dealers  
**Products Offered:** Diskettes  
**Net Sales:** \$1 Million - \$5 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Jack Armstrong  
**Geographic Coverage:** National  
**Year Established:** 1952  
**Number of Employees:** 20

## MASSACHUSETTS

**ATS CASES**  
 25 Washington Ave.  
 Natick, MA 01760  
 (617) 653-6724  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Computer Cases  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 12

**AVANT, INC.**  
 P.O. Box A  
 Concord, MA 01742  
 (617) 369-0860  
**Major Markets:** Miscellaneous  
**Computer Supplies:** Education;  
**Hospitals:** General Industry  
**Products Offered:** Photo ID  
**Equipment**  
**Contacts:**  
 Head of Sales: Michael Hanson  
**Geographic Coverage:** National  
**Year Established:** 1963  
**Number of Employees:** 14

**BASF SYSTEMS CORP.**  
 Crosby Dr.  
 Bedford, MA 01730  
 (617) 271-4000  
**Major Markets:** Peripheral  
**Manufacturing:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Disk Packs;  
 Diskettes; Tapes  
**Net Sales:** Less than \$100,000  
 (1981)  
**Contacts:**  
 Head of Marketing/Sales: John J.  
 Healon  
**Geographic Coverage:** National  
**Year Established:** 1961  
**Number of Employees:** 1,100

**BUSINESS PRODUCTS  
 UNLIMITED**  
 1235 Adams St.  
 Dorchester, MA 02124  
 (617) 296-0090  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;

Furniture; Magnetic Charting System  
**Geographic Coverage:** Greater  
 Boston  
**Year Established:** 1969  
**Number of Employees:** 40

**CHOMERICS SHIELDING  
 TECHNOLOGY**  
 77 Dragon Court  
 Woburn, MA 01888  
 (617) 935-4850  
**Major Markets:** Data Services  
 (Service Bureau); Miscellaneous  
 Computer Supplies; Military;  
 Computer Manufacturers  
**Products Offered:** Static Control  
**Net Sales:** \$20 Million - \$30 Million  
 (1981)  
**Contacts:**  
 Head of Marketing/Sales: Jerry Karr  
 Head of Engineering: Pete Bixler  
 Head of Customer Service: Roger  
 Grimes  
**Geographic Coverage:** International  
**Year Established:** 1961  
**Number of Employees:** 475

**COMPUTER DESIGN &  
 APPLICATIONS, INC.**  
 411 Waverly Oaks Road  
 Waltham, MA 02154  
 (617) 647-1900  
**Major Markets:** Terminal and  
 Communications Equipment  
 Manufacturing; Software House;  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Hospitals; Nuclear/Radiology  
**Contacts:**  
 Head of Marketing: Thomas Watson

**COMPUTER-LINK CORP.**  
 Media Equipment Sales  
 40 Ray Ave.  
 Burlington, MA 01803  
 (617) 272-7400  
**Major Markets:** Miscellaneous  
**Computer Supplies:** IBM Installations  
**Products Offered:** Disk/Cart  
 Inspection; Tape Degasser  
**Contacts:**  
 Head of Marketing: Roger Gates  
 Head of Sales: R. Donald Blackburn  
 Head of Engineering: David Goldman  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 130

**DATA FORMS CO., INC.**  
 28 Travis St.  
 Boston, MA 02134  
 (617) 783-2330  
**Major Markets:** Dealer/Distributor;  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Small Business; Medical Business;  
 Time-sharing; Financial; Education  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Magnetic  
 Tape  
**Contacts:**  
 Head of Sales: Ken Oshner  
**Geographic Coverage:** Regional  
**Year Established:** 1965  
**Number of Employees:** 105

**DATA PACKAGING CORP.**  
 Computer Sales  
 205 Broadway

Cambridge, MA 02139  
 (617) 868-8200  
**Major Markets:** Miscellaneous  
**Computer Supplies**  
**Products Offered:** Disk Packs;  
 Storage  
**Net Sales:** \$30 Million - \$50 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Jackie Bridges  
 Head of Sales: Gene Hull  
**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 400

**DENNISON COMPUTER  
 SUPPLIES**  
 Dennison Klybe  
 132 Calvary St.  
 P.O. Box 472  
 Waltham, MA 02254  
 (617) 899-0012  
**Major Markets:** Peripheral  
 Manufacturing; Miscellaneous  
 Computer Supplies; Distribution;  
 Manufacturing  
**Contacts:**  
 Head of Engineering: Alfred J. Black  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 115

**DENNISON MANUFACTURING  
 CO.**  
 300 Howard St.  
 Framingham, MA 01701  
 (617) 879-0511  
**Major Markets:** Peripheral  
 Manufacturing; OEM (Computer  
 Systems); OEM (Peripherals-  
 Terminals); Miscellaneous Computer  
 Supplies; Industrial; Commercial  
**Products Offered:** Diskettes; Tags;  
 Labels  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Paul N. Kraus  
 Head of Sales: Cless Constine  
 Head of Engineering: Henry R. Lewis  
**Geographic Coverage:** International  
**Year Established:** 1847  
**Number of Employees:** 1,800

**DENNISON NATIONAL**  
 1 Water St.  
 P.O. Box 791  
 Holyoke, MA 01041  
 (413) 539-9811  
**Major Markets:** Component,  
 Computer and Office Equipment  
 Manufacturing; Miscellaneous  
 Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture; Filing Accessories  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Richard  
 McCarthy  
**Geographic Coverage:** National  
**Year Established:** 1844  
**Number of Employees:** 2,000

**DFS COMPUTER FORMS**  
 P.O. Box 643  
 Townsend, MA 01469  
 (617) 448-6167

**Major Markets:** Miscellaneous  
 Computer Supplies; Small Business;  
 Software Houses  
**Products Offered:** Forms  
**Contacts:**  
 Head of Marketing/Sales: Don  
 Gordon  
 Head of Software: Ron Richard  
 Head of Customer Service: Terry  
 Pirant  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 35

**FENWAL, INC.**  
 400 Main St.  
 Ashland, MA 01721  
 (617) 881-2000  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Contacts:**  
 Head of Marketing: T. Carl Jewell  
**Geographic Coverage:** International  
**Year Established:** 1935  
**Number of Employees:** 1,000

**GEORGE A. BLANCO CO.**  
 Rt. 71  
 P.O. Box 149  
 Great Barrington, MA 01230  
 (800) 292-6625  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture; Flooring; Print Wheels  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 15

**GOULD, INC.**  
 Programmable Controller Division  
 P.O. Box 3083  
 Andover, MA 01810  
 (617) 475-4700  
**Major Markets:** Peripheral  
 Manufacturing; Communications  
 Equipment Manufacturing;  
 Miscellaneous Computer Supplies;  
 Programmable Controllers;  
 Manufacturing; Factory Automation;  
 Process Control  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Steven Mader  
 Head of Sales: George Danneker  
 Head of Engineering: John J. Joslyn  
 Head of Customer Service: Richard  
 Balinas  
**Geographic Coverage:** International  
**Year Established:** 1969  
**Number of Employees:** 1,600

**IDENTIFICATION SYSTEMS**  
 4 High St.  
 Acton, MA 01720  
 (617) 263-2111  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Magnetic Strip  
 Cards; Photo IDs  
**Net Sales:** \$1 Million - \$5 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Marie Batten  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 25

# Suppliers

## INTERNATIONAL DISPLAY EQUIPMENT CORP.

1 Worcester Road  
Natick, MA 01760  
(617) 237-7010  
Major Markets: Miscellaneous  
Computer Supplies; Manufacturing  
Products Offered: Partitions;  
Display Units  
Net Sales: \$100,000 - \$500,000  
(1981)

Contacts:  
Head of Marketing/Sales: Robert  
Keeley  
Head of Customer Service: Martin  
Rabinovitch  
Geographic Coverage: Regional  
Year Established: 1967  
Number of Employees: 6

## MANCHESTER EQUIPMENT CO., INC.

P.O. Box 1406  
Manchester, MA 01944  
(617) 526-4912  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;  
End User; Minis Market; Mainframe  
Market  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes  
Net Sales: \$5 Million - \$25 Million  
(1982)

Contacts:  
Head of Marketing: Aaron Reibstein  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 100

## NEW ENGLAND WORD PROCESSING, INC.

84 Cummings Park  
Woburn, MA 01801  
(617) 938-1900  
Major Markets: Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons;  
Diskettes  
Net Sales: \$500,000 - \$1 Million  
(1981)  
Geographic Coverage: New  
England  
Year Established: 1980  
Number of Employees: 10

## NEWMAN, INC.

55 Salem St.  
Lynnfield, MA 01940  
(617) 245-7960  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
Geographic Coverage: National  
Year Established: 1965  
Number of Employees: 16

## NORTHEAST DATA PROCESSING SUPPLIES, INC.

8 Blanchard Road  
Burlington, MA 01803  
(617) 272-7158  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Ribbons; Disk  
Packs; Diskettes; Tapes; Furniture;  
Labels

Geographic Coverage: Regional  
Year Established: 1974  
Number of Employees: 6

## OMNI RESOURCES CORP.

50 Howe Ave.  
Millbury, MA 01527  
(617) 799-0197  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; Software Houses; Dealers;  
Publisher  
Products Offered: Diskettes  
Net Sales: \$1 Million - \$5 Million  
(1982)

Contacts:  
Head of Marketing: C. J. Anand  
Geographic Coverage: International  
Year Established: 1981  
Number of Employees: 20

## PERICOMP CORP.

14 Huron Dr.  
Natick, MA 01760  
(617) 237-4052  
Major Markets: Computer  
Manufacturing; Software House;  
Systems House (Commercial OEM);  
Miscellaneous Computer Supplies;  
Tape Users; Accounting; Inventory  
Control; Planning  
Products Offered: Tapes; Cassettes  
Net Sales: \$1 Million - \$5 Million  
(1982)

Contacts:  
Head of Marketing: John Fleming  
Geographic Coverage: International  
Year Established: 1971  
Number of Employees: 35

## PRECISION HANDLING DEVICES, INC.

63 S. Main St.  
Assonet, MA 02702  
(617) 644-5282  
Major Markets: Component  
Manufacturing; OEM (Peripherals-  
Terminals); Miscellaneous Computer  
Supplies; Computer Printers  
Products Offered: Paper Feeders  
Contacts:  
Head of Marketing/Customer  
Service: John Morelli  
Head of Engineering: Leo Kerivan  
Geographic Coverage: International  
Year Established: 1974  
Number of Employees: 100

## SCOPUS CORP.

333 Aiken St.  
P.O. Box 1437  
Lowell, MA 01853  
(617) 454-8033  
Major Markets: Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; Disk and Tape  
Refurbishing; Insurance; Banking;  
Manufacturing  
Products Offered: Disk Packs;  
Tapes  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Marketing: William H.  
Dwyer  
Head of Sales: John R. Trask  
Geographic Coverage: National  
Year Established: 1971  
Number of Employees: 200

## SENTINEL COMPUTER PRODUCTS

Division of Packaging Industry  
Group, Inc.  
130 North St.  
Hyanis, MA 02601  
(617) 775-5220

Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Diskettes;  
Diskette Jackets  
Contacts:  
Head of Marketing: Peter McGurik  
Geographic Coverage: International  
Year Established: 1980

## TIME BROKERS OF NEW ENGLAND, INC.

45 Central St.  
Norwood, MA 02062  
(617) 789-4060  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Sales: Rick Mansfield  
Geographic Coverage: Regional  
Year Established: 1974  
Number of Employees: 12

## UNITED TECHNICAL PRODUCTS, INC.

32 S.W. Industrial Park  
Westwood, MA 02090  
(617) 326-7611  
Major Markets: Miscellaneous  
Computer Supplies; Computer  
Manufacturers  
Products Offered: Flooring;  
Antistatic Mats  
Contacts:  
Head of Marketing/Sales: Thomas  
Zogby  
Head of Engineering: William Klein  
Head of Customer Service: Joan  
Rotondo  
Year Established: 1977  
Number of Employees: 12

## VERVEX

2 Oak Park  
Bedford, MA 01730  
(617) 275-5160  
Major Markets: Terminal, Peripheral  
Manufacturing; OEM (Peripherals-  
Terminals); Systems House  
(Commercial OEM);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Voice Recognition; Manufacturing;  
Automotive; Airlines  
Target Applications: Industry;  
Quality Control; Material Inspection;  
Test and Inspection  
Contacts:  
Head of Marketing: Ken Backer  
Head of Engineering: Gary Mayerick

## WRIGHT LINE, INC.

160 Goldstar Blvd.  
Worcester, MA 01606  
(617) 852-4300  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Disk  
Packs; Diskettes; Tapes; Furniture;

Data Banks; Computer Accessories  
Net Sales: \$25 Million - \$100 Million  
(1982)

Contacts:  
Head of Marketing: Wayne Clemens  
Head of Software: James Young  
Head of Engineering: David Wright  
Head of Customer Service: Thomas  
Londergan  
Geographic Coverage: International  
Year Established: 1934  
Number of Employees: 1,020

## MICHIGAN

### AMERICAN SEATING CO.

Contract Prod./Office Systems  
901 Broadway  
Grand Rapids, MI 49504  
(616) 456-0600  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Furniture; Office  
Systems  
Contacts:  
Head of Marketing: Richard N.  
Keener  
Head of Sales: Fred Sheldon  
Head of Software: Ron Donahue  
Head of Engineering: Robert Knopp  
Head of Customer Service: George  
Cook  
Geographic Coverage: International  
Year Established: 1890  
Number of Employees: 1,300

### AZTECA INTERNATIONAL, INC.

Azteca Computer Systems  
5723 King James Lane  
Pontiac, MI 48054  
(313) 682-5372  
Major Markets: OEM (Computer  
Systems); OEM (Peripherals-  
Terminals); Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Manufacturing; Financial; Education;  
Maintenance Training; Program-  
Training; Educational Development  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring; File Systems  
Net Sales: Less than \$100,000  
(1981)  
Contacts:  
Head of Marketing: Larry G. Bager  
Head of Sales: William C. Inch  
Head of Customer Service: James E.  
Inch  
Geographic Coverage: International  
Year Established: 1980  
Number of Employees: 20

### COMMUNICATIONS ELECTRONICS

Computer Products Division  
854 Phoenix Dr.  
Ann Arbor, MI 48106  
(313) 994-4444  
Major Markets: Dealer/Distributor;  
Miscellaneous Computer Supplies;

Military; Government; Manufacturing  
**Target Applications:** Retail  
**Products Offered:** Forms; Disk  
 Packs; Diskettes; Tapes; Furniture  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 15

## EAGLE DATA PRODUCTS

304 S. Broad St.  
 Holly, MI 48442  
 (313) 634-0990  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Acoustic Covers  
**Contacts:**  
 Head of Sales: Ruth Frogner  
**Geographic Coverage:** National  
**Year Established:** 1979

## GENERAL INFORMATION PRODUCTS, INC.

Suite 209  
 3415 Roger Chaffee S.E.  
 Grand Rapids, MI 49508  
 (616) 247-8666  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes  
**Net Sales:** \$500,000 - \$1 Million  
 (1981)  
**Geographic Coverage:** Regional  
**Year Established:** 1974  
**Number of Employees:** 50

## HAWORTH, INC.

One Haworth Center  
 Holland, MI 49423  
 (616) 392-5961  
**Major Markets:** Miscellaneous  
 Computer Supplies; Large Offices  
**Products Offered:** Furniture  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Sales: Jim Meyer  
 Head of Customer Service: Jerry  
 Commijn  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 1,300

## HERMAN MILLER, INC.

8500 Byron Road  
 Zeeland, MI 49464  
 (616) 772-3300  
**Major Markets:** Miscellaneous  
 Computer Supplies; Office Furniture  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1909  
**Number of Employees:** 3,000

## PACKARD INDUSTRIES, INC.

1515 U.S. 31 N.  
 Niles, MI 49120  
 (616) 684-2550  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$1 Million - \$5 Million  
 (1981)  
**Contacts:**  
 Head of Sales: Gerald Carlson  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 50

## THE SHAW-WALKER CO.

P.O. Box 209  
 Muskegon, MI 49443  
 (616) 722-7211  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture  
**Contacts:**  
 Head of Marketing: Phil Fleming  
**Geographic Coverage:** International  
**Year Established:** 1899  
**Number of Employees:** 900

## WESTINGHOUSE ELECTRIC CORP.

Furniture Systems  
 4300 36th St. S.E.  
 Grand Rapids, MI 49508  
 (616) 949-1050  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture  
**Contacts:**  
 Head of Marketing: James Stein  
 Head of Sales: M. Jurewicz  
**Geographic Coverage:** International  
**Year Established:** 1950

## MINNESOTA

## BLACKBURN, INC.

10150 Crossroad Circle  
 Eden Prairie, MN 55344  
 (612) 944-7010  
**Major Markets:** Peripheral  
 Manufacturing; Miscellaneous  
 Computer Supplies; Education;  
 Software; Religion  
**Target Applications:** Video  
**Products Offered:** Floppy Storage  
 Devices  
**Net Sales:** \$5 Million - \$25 Million  
 (1982)  
**Geographic Coverage:** National  
**Year Established:** 1960  
**Number of Employees:** 160

## BSG CORP.

7674 Washington Ave. S.  
 Minneapolis, MN 55344  
 (944) 8180  
**Major Markets:** Software House;  
 Systems House (Commercial OEM);  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Finance/Banking; Retail; OEM  
 Software; Hardware  
**Target Applications:** Banking;  
 Business/Financial  
**Products Offered:** Floppy File  
 Albums, Dust Covers  
**Contacts:**  
 Head of Marketing: Robert Pellegrino  
 Head of Sales: Ann Hanen  
 Head of Engineering/Software:  
 George L. Kuhn  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 50

## C. T. B., INC.

P.O. Box 367  
 Wyoming, MN 55092  
 (612) 462-3550  
**Major Markets:** Miscellaneous

Computer Supplies  
**Products Offered:** Furniture; Sound  
 Enclosures  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 7

## CONWED CORP.

Interior Products Division  
 444 Cedar St.  
 P.O. Box 43237  
 St. Paul, MN 55164  
 (612) 221-1104  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture;  
 Partitions  
**Net Sales:** \$5 Million - \$25 Million  
 (1982)  
**Contacts:**  
 Head of Customer Service: Don  
 Feitler  
**Geographic Coverage:** International  
**Year Established:** 1922  
**Number of Employees:** 300

## CTS CORP.

P.O. Box 367  
 Wyoming, MN 55092  
 (612) 462-3550  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture; Sound  
 Enclosure  
**Geographic Coverage:** National

## DELUXE CHECK PRINTERS, INC.

Deluxe Computer Forms  
 530 N. Wheeler  
 P.O. Box 43495  
 St. Paul, MN 55164  
 (612) 483-7888  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies;  
 Business; Banks; Homemakers;  
 Payroll; Accounting  
**Products Offered:** Forms; Diskettes;  
 Furniture; Disk Storage Devices  
**Net Sales:** More than \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Andrew Hallock  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 100

## LOOKAM COMPUTER PRODUCTS

7720 Bush Lake Road  
 Minneapolis, MN 55435  
 (612) 831-1616  
**Major Markets:** Software House;  
 Dealer/Distributor; Miscellaneous  
 Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture  
**Net Sales:** \$25 Million - \$100 Million  
 (1982)  
**Contacts:**  
 Head of Marketing: Larry Schaaf  
**Geographic Coverage:** National  
**Year Established:** 1968

## NORTRONICS CO., INC.

8101 Tenth Ave. N.  
 Minneapolis, MN 55427  
 (612) 545-0401

**Major Markets:** Component  
 Manufacturing; Miscellaneous  
 Computer Supplies  
**Products Offered:** Maintenance  
 Products  
**Net Sales:** \$25 Million - \$100 Million  
 (1982)  
**Contacts:**  
 Head of Sales/Marketing: Mervin  
 Kronfeld  
**Geographic Coverage:** International  
**Year Established:** 1952  
**Number of Employees:** 700

## PROBLEM SOLVERS

12725 Dupont Ave. S.  
 Burnsville, MN 55337  
 (612) 894-6230  
**Major Markets:** Software House;  
 Systems House (Commercial OEM);  
 Dealer/Distributor; Miscellaneous  
 Computer Supplies; Wholesale;  
 Maintenance; Equipment  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Furniture; Cabling  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 4

## TELE-TERMINALS, INC.

7008 Northland Dr.  
 Minneapolis, MN 55428  
 (612) 536-6000  
**Major Markets:** OEM (Computer  
 Systems); OEM (Peripherals-  
 Terminals); Software House;  
 Systems House (Commercial OEM);  
 Dealer/Distributor;  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Education; Government; Nonprofit;  
 Data Networks; OA; WP  
**Products Offered:** Ribbons; Disk  
 Packs; Diskettes  
**Net Sales:** \$5 Million - \$25 Million  
 (1981)  
**Contacts:**  
 Head of Sales/Marketing: Charles  
 Zimmer  
 Head of Software: Jeff Swanson  
 Head of Engineering: Tom Kingstedt  
 Head of Customer Service: D. Riley  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 70

## VIKING ACUSTICAL CORP.

21480 Heath Ave.  
 Airlake Industrial Park  
 Lakeville, MN 55044  
 (612) 469-3405  
**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture;  
 Acoustical Enclosures  
**Net Sales:** \$5 Million - \$25 Million  
 (1981)  
**Geographic Coverage:** International  
**Year Established:** 1972  
**Number of Employees:** 150

## VITECH, INC.

P.O. Box 799  
 Hopkins, MN 55343  
 (612) 888-3355  
**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Furniture;

# Suppliers

## Sound Enclosure

**Contacts:**  
Head of Sales: Tom Mickelson  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 13

## WAHL AND WAHL, INC.

4405 E. Lake St.  
Minneapolis, MN 55406  
(612) 721-3366  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
Head of Sales: Jack Mahoney  
**Geographic Coverage:** Regional  
**Year Established:** 1934  
**Number of Employees:** 125

**3M CO.**  
Static Control Systems  
3M Center 225-45  
St. Paul, MN 55144  
(612) 733-1110  
**Major Markets:** Miscellaneous  
Computer Supplies; Static Control  
**Contacts:**  
Head of Marketing: Philip V.  
Kohlhaas  
Head of Sales: Michael E. Martin  
Head of Engineering: Dr. James A.  
Tolzmann  
**Geographic Coverage:** International  
**Year Established:** 1982

## MISSISSIPPI

**TRIES, INC.**  
1515 U.S. 31 N.  
Niles, MI 49120  
(616) 684-2550  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Sales: Gerald Carlson  
**Geographic Coverage:** Mississippi  
and N.W. Alabama  
**Year Established:** 1956

## MISSOURI

**AMERICAN LOOSE LEAF  
BINDER CO.**  
3041 Locust St.  
St. Louis, MO 63103  
(314) 535-1414  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Flooring; Storage  
Racks  
**Geographic Coverage:** National  
**Year Established:** 1920  
**Number of Employees:** 117

**SELCO, INC.**  
3222 N. Highway 67  
Pleasant, MO 63033  
(314) 837-1211  
**Major Markets:** Systems House  
(Commercial OEM);  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Wholesale;  
Credit; Equipment Rental  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Office Supplies  
**Net Sales:** \$100,000 - \$500,000  
(1981)  
**Contacts:**  
Head of Marketing: George Dewey  
**Geographic Coverage:** National  
**Year Established:** 1977

**TIFFANY STAND AND  
FURNITURE CO.**  
Suite 750  
9666 Olive Blvd.  
St. Louis, MO 63132  
(314) 991-1700  
**Major Markets:** Miscellaneous  
Computer Supplies; Retail;  
Wholesale  
**Products Offered:** Furniture  
**Geographic Coverage:** National  
**Year Established:** 1946  
**Number of Employees:** 200

## NEBRASKA

**DATA DOCUMENTS, INC.**  
4205 S. 96th St.  
Omaha, NE 68127  
(402) 339-0900  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes; Cards;  
Labels  
**Net Sales:** More than \$100 Million  
(1982)  
**Geographic Coverage:** National

**SPECTRONICS CORP.**  
4645 Hartley  
Lincoln, NE 68504  
(402) 467-3652  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Fire and Security  
Devices  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing: John Damke  
Head of Sales: Bruce Steyer  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 23

## NEW HAMPSHIRE

**COVER CRAFT CORP.**  
12 Columbia Dr.  
P.O. Box 555  
Amherst, NH 03031

(603) 889-6811  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Flooring; Vinyl  
Covers; Antistatic Mats  
**Contacts:**  
Head of Marketing/Sales: Terry Pratt  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 35

**DATA-MATE, THE MAINE  
MANUFACTURING CO.**  
P.O. Box 408  
Nashua, NH 03061  
(603) 882-5142  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture  
**Contacts:**  
Head of Sales: Dana P. Powers  
Head of Engineering: William  
Donovan  
**Geographic Coverage:** National  
**Year Established:** 1974  
**Number of Employees:** 125

**EDP SUPPLY CO.**  
24 Keewaydin Dr.  
Salem, NH 03079  
(603) 893-6118  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
**Contacts:**  
Head of Marketing/Sales: Ed  
Downing  
Head of Engineering: Robert  
Faulkner Jr.  
Head of Customer Service: Terry  
Forge  
**Geographic Coverage:** Regional  
**Year Established:** 1960

**NASHUA CORP.**  
Computer Products  
44 Franklin St.  
Nashua, NH 03061  
(603) 880-2323  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Disk Packs;  
Diskettes; Cartridges  
**Net Sales:** \$25 Million - \$100 Million  
(1982)  
**Contacts:**  
Head of Marketing/Sales: Sherman  
Silverman  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 650

**ROYAL BUSINESS GROUP**  
Simon St.  
Nashua, NH 03061  
(603) 889-2192  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
**Net Sales:** \$25 Million - \$100 Million  
(1981)  
**Contacts:**  
Head of Marketing: Paul Amuda  
**Geographic Coverage:** Eastern U.S.  
**Year Established:** 1948

**Number of Employees:** 400

**SUN RESEARCH, INC.**  
Mayday  
Old Bay Road  
P.O. Box 210  
New Durham, NH 03855  
(603) 859-7110  
**Major Markets:** Component and  
Peripheral Manufacturing;  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Small Business;  
POS; Retail  
**Net Sales:** \$1 Million - \$5 Million  
(1983)  
**Contacts:**  
Head of Marketing/Sales: Michael  
Mathieson  
Head of Engineering: James Balise  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 50

**THE MORLEY CO.**  
909 Islington St.  
P.O. Box 629  
Portsmouth, NH 03801  
(603) 436-5430  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Cross Industries; Cross Applications  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Security; Accounting  
Control; Forms Handling Equipment  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing/Sales: Frederick  
D. Taylor  
Head of Engineering: Richard D.  
Davis  
**Geographic Coverage:** Regional  
**Year Established:** 1890  
**Number of Employees:** 45

## NEW JERSEY

**AC MANUFACTURING CO.  
(EDPAC)**  
Old Curthbert and Deer Roads  
Cherry Hill, NJ 08034  
(609) 428-9800  
**Major Markets:** Miscellaneous  
Computer Supplies; Air Conditioner  
Manufacturers  
**Products Offered:** Cooling Systems  
**Contacts:**  
Head of Marketing: N. Keith Better  
Head of Sales: Art Behnke  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 400

**ANITEC IMAGE CORP.**  
1 Paragon Dr.  
Montvale, NJ 07645  
(201) 573-6900  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Graphic Film  
**Contacts:**  
Head of Marketing/Sales: Ben  
Hannebrink  
**Geographic Coverage:** International

**Year Established:** 1981  
**Number of Employees:** 900

## BOORUM & PEASE CO.

801 Newark Ave.  
Elizabeth, NJ 07208  
(201) 352-8800  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Data  
Binders  
**Net Sales:** \$25 Million - \$100 Million  
(1982)  
**Contacts:**  
Head of Sales: Clark J. Horan  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 1,500

## BUSINESS MACHINE SUPPLY, INC.

2 Ludlow Dr.  
Trenton, NJ 08638  
(609) 983-5198  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Ribbons; Ribbon  
Carts; Spools  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Customer Service: Debbie  
Brophy  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 12

## COMPUTER MAINTENANCE CORP.

111 Enterprise Ave. S.  
Seacaucus, NJ 07094  
(201) 866-6400  
**Major Markets:** OEM (Computer  
Systems); Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Distribution; Manufacturing  
**Products Offered:** Ribbons; Disk  
Packs; Diskettes; Tapes; Furniture;  
Power Regulations  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing: Joseph F. Riggs  
Head of Sales: Anthony Mazza  
Head of Engineering: Richard Intile  
Head of Customer Service: Earle  
Kunz  
**Geographic Coverage:** Regional  
**Year Established:** 1977  
**Number of Employees:** 41

## CSI

Users Group  
77 Park St.  
Ridgely Park, NJ 07660  
(212) 772-0551  
**Major Markets:** Dealers;  
Distributors; Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
**Contacts:**  
Head of Marketing/Sales: Arthur  
Bernadette  
**Geographic Coverage:** International  
**Year Established:** 1975  
**Number of Employees:** 8

## CURRAN SUPPLIES CORP.

38 River Edge Road  
River Edge, NJ 07661  
(201) 967-7300  
**Major Markets:** Miscellaneous  
Computer Supplies; Plotting;  
Graphics  
**Products Offered:** Plotter Pens;  
Paper  
**Net Sales:** \$100,000 - \$500,000  
(1982)  
**Contacts:**  
Head of Marketing: Richard J. Curran  
Head of Sales: Louis J. Martin  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 5

## CURTIS YOUNG CORP.

2550 Haddonfield Road  
Pennsauken, NJ 08110  
(609) 685-6650  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Ribbons; Ink  
Rolls  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
Head of Marketing/Sales: Susan  
Kallen  
Head of Customer Service: Peter  
Curtis  
**Geographic Coverage:** International  
**Year Established:** 1953  
**Number of Employees:** 125

## DABURN ELECTRONICS

**CABLE CORP.**  
70 Oak St.  
Norwood, NJ 07648  
(201) 768-5400  
**Major Markets:** Component  
Manufacturing; Miscellaneous  
Computer Supplies  
**Products Offered:** Wire; Shrinkable  
Cable  
**Contacts:**  
Head of Customer Service: Kathy  
Lupardi  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 45

## DATA CLEAN CORP.

99 Highway 95  
Keyport, NJ 07735  
(201) 787-2564  
**Major Markets:** Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
**Products Offered:** Cleaning Kits  
**Net Sales:** \$500,000 - \$1 Million  
(1982)  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 34

## DATA RESEARCH ASSOCIATES

475 S. Dean St.  
Englewood, NJ 07631  
(201) 569-2620  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
**Net Sales:** \$5 Million - \$25 Million  
(1981)

## Contacts:

Head of Marketing/Sales: Steve  
Rothman  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 100

## IBM

Systems Supplies  
P.O. Box 10  
Princeton, NJ 08540  
(609) 531-5582  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Diskettes  
**Net Sales:** More than \$100 Million  
(1982)

## JTC CORP.

649 Highway Ave.  
Union, NJ 07083  
(201) 688-1700  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking; Insurance; Manufacturing  
**Products Offered:** Forms; Ribbons;  
Tabulating Cards  
**Net Sales:** \$5 Million - \$25 Million  
(1981)  
**Contacts:**  
Head of Marketing: Jack Connolly  
**Geographic Coverage:** Regional  
**Year Established:** 1954  
**Number of Employees:** 250

## MADISON BUSINESS FORMS, INC.

16 Gloria Lane  
Fairfield, NJ 07006  
(201) 575-0700  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Medical; Banking; Cosmetics  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Sales: J. Green  
**Geographic Coverage:** Regional  
**Year Established:** 1962  
**Number of Employees:** 35

## MAXELL CORP. OF AMERICA

Computer Products  
60 Oxford Dr.  
Moonachie, NJ 07074  
(201) 440-8020  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Diskettes  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 127

## MICROFILM ENTERPRISES, INC.

12 New Dover Road  
E. Brunswick, NJ 08816  
(201) 257-5225  
**Major Markets:** Miscellaneous  
Computer Supplies; General  
Industry; Microfilm  
**Products Offered:** Microfilm  
Viewers; Microfilm Suppliers  
**Net Sales:** \$500,000 - \$1 Million  
(1981)  
**Contacts:**  
Head of Marketing: Susan Ross  
**Geographic Coverage:** International  
**Year Established:** 1973  
**Number of Employees:** 11

## MONROE SYSTEMS FOR BUSINESS

The American Road  
P.O. Box 9000R  
Morris Plains, NJ 07950  
(201) 983-2000  
**Major Markets:** Computer and Office  
Equipment Manufacturing; OEM  
(Computer Systems); Software  
House; Systems House (Commercial  
OEM); Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Accounting; Medical  
Target Applications:  
Wholesale/Retail; Financial  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Furniture  
**Net Sales:** More than \$100 Million  
(1984)  
**Contacts:**  
Head of Marketing: Robert McGrath  
Head of Sales: Jerry Birnbaum  
Head of Software: William Newman  
**Geographic Coverage:** International  
**Year Established:** 1912  
**Number of Employees:** 3,300

## MURHEAD, INC.

1101 Bristol Road  
Mountainside, NJ 07092  
(201) 233-6010  
**Major Markets:** Communications  
Equipment Manufacturing;  
Miscellaneous Computer Supplies;  
Utilities; Common Carriers; Oil  
Companies  
**Target Applications:** Publishers;  
Printing; Data Communications  
**Products Offered:** Paper  
**Contacts:**  
Head of Marketing: Holmes Bailey  
Head of Engineering: Jason Evelett  
**Geographic Coverage:** International  
**Year Established:** 1954  
**Number of Employees:** 80

## NATIONAL RIBBON CORP.

2131 Bethel Ave.  
P.O. Box 575  
Pennsauken, NJ 08110  
(609) 663-6111  
**Major Markets:** Miscellaneous  
Computer Supplies; Data  
Processing; Word Processing; Office  
Automation  
**Products Offered:** Ribbons  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Contacts:**  
Head of Marketing/Sales: Martin  
Kaplan

# Suppliers

Head of Customer Service:  
Bernadette J. Murphy  
Geographic Coverage: International  
Year Established: 1978  
Number of Employees: 50

## PRC COMPUTER PRODUCTS, INC.

475 Boulevard  
Elmwood Park, NJ 07407  
(201) 796-6000  
Major Markets: Miscellaneous  
Computer Supplies; Computers; Film  
Products Offered: Disk Cases  
Contacts:  
Head of Sales: Kathy Sutherland  
Geographic Coverage: National  
Year Established: 1958  
Number of Employees: 45

## RAPID FORMS, INC.

501 Benigno Blvd.  
Bellmawr, NJ 08031  
(609) 933-0480  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Contacts:  
Head of Sales/Marketing: Keith  
Mahler  
Geographic Coverage: National  
Year Established: 1941  
Number of Employees: 91

## RELIANCE PLASTICS & PACKAGING DIVISION

225 Bellevue Ave.  
Bloomfield, NJ 07003  
(201) 748-2222  
Major Markets: Miscellaneous  
Computer Supplies; Software  
Products Offered: Packaging;  
Binders  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Marketing: Marion Burleigh  
Geographic Coverage: National  
Year Established: 1966  
Number of Employees: 25

## SMALL BUSINESS COMPUTERS, INC.

Suite 3002-J  
Route 73  
Green Tree Executive Campus  
Marlton, NJ 08053  
(609) 983-5510  
Major Markets: Software House;  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Manufacturing;  
Distribution  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
Net Sales: \$1 Million - \$5 Million  
(1981)  
Contacts:  
Head of Marketing: Michael Buhler  
Head of Software: Irv Otto  
Head of Engineering: C. Basquill  
Geographic Coverage:  
Pennsylvania, New Jersey  
Year Established: 1979  
Number of Employees: 20

## STACOR CORP.

285 Emmet St.  
Newark, NJ 07114

(201) 242-6600  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Tape Storage;  
Shelves  
Contacts:  
Head of Sales: Robert Sutton  
Geographic Coverage: International  
Year Established: 1940  
Number of Employees: 200

## STC ULTIMAC SYSTEMS, INC.

Headquarters  
4 North St.  
Waldwick, NJ 07463  
(201) 445-5050  
Major Markets: OEM (Computer  
Systems); Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; Distributors; Publishing;  
Lumber; Electrical  
Products Offered: Disk Packs;  
Tapes  
Net Sales: \$5 Million - \$10 Million  
(1982)  
Contacts:  
Head of Marketing: Robert Bearden  
Head of Software: Elvin Riggs  
Head of Engineering: David  
Amsterdam  
Head of Customer Service: Tom  
Fontanazza  
Geographic Coverage: National  
Year Established: 1969

## THE SHAW-WALKER CO.

57 E. Willow St.  
Milbourne, NJ 07041  
(201) 379-7600  
Major Markets: Miscellaneous  
Computer Supplies; Small Business;  
Accounting; Filing Systems  
Products Offered: Forms  
Contacts:  
Head of Marketing: Phil S. Fleming  
Head of Sales: Bob McNeillage  
Head of Software: Dave  
Beisswanger  
Geographic Coverage: National  
Year Established: 1961  
Number of Employees: 25

## THE SILCOCKS — MILLER CO.

310 Snyder Ave.  
Berkeley Heights, NJ 07922  
(201) 665-0300  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Marketing: Ted Toustier  
Geographic Coverage: International  
Year Established: 1910  
Number of Employees: 150

## THE TEXWIFE CO.

P.O. Box 575  
Upper Saddle River, NJ 07458  
(201) 327-9100  
Major Markets: Miscellaneous  
Computer Supplies; Electronics;  
Communications; DP  
Target Applications: Field Service  
Products Offered: Contamination  
Control  
Geographic Coverage: International

Year Established: 1963  
Number of Employees: 150

## TRANSMET CORP.

1945 Route 22  
Union, NJ 07083  
(201) 688-7800  
Major Markets: Software House;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies  
Products Offered: Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
Net Sales: \$5 Million - \$25 Million  
(1981)  
Contacts:  
Head of Marketing: Clarence J. Reed  
Head of Sales: Robert Ryan  
Head of Engineering: Jay Smolyn  
Geographic Coverage: National  
Year Established: 1969  
Number of Employees: 60

## UNIFIED DATA PRODUCTS CORP.

18-01 Pollitt Dr.  
P.O. Box 903  
Fairlawn, NJ 07410  
(201) 796-0800  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Contacts:  
Head of Sales: Al Slade  
Geographic Coverage: Regional  
Year Established: 1950

## WORD PROCESSING PERIPHERALS & SUPPLY CO., INC.

Suite G  
One Industrial Way  
Eaton Town, NJ 07024  
(201) 389-1600  
Major Markets: Software House;  
Systems House (Commercial OEM);  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Banking; Retail;  
Engineering  
Target Applications: Manufacturing;  
Legal  
Products Offered: Ribbons;  
Furniture; Acoustic Covers;  
Daisywheels  
Net Sales: \$1 Million - \$5 Million  
(1982)  
Contacts:  
Head of Marketing: Linda Brennan  
Head of Sales: James J. Brennan  
Geographic Coverage: Regional  
Year Established: 1980  
Number of Employees: 11

## WORTHINGTON DIAGNOSTIC SYSTEMS, INC.

Hails Mill Road  
Freshford, NJ 07728  
(800) 631-2142  
Major Markets: Terminal  
Manufacturing; OEM (Computer  
Systems); Systems House  
(Commercial OEM);  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Medical; Chemical Analysis  
Products Offered: Forms  
Contacts:  
Head of Marketing: Gerald Moss

Geographic Coverage: International  
Year Established: 1972  
Number of Employees: 400

## ZIVAD, INC.

100 Ford Road  
Denville, NJ 07834  
(201) 627-7606  
Major Markets: OEM (Peripherals-  
Terminals); Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; Manufacturing; Sheet  
Feeder; WP OEM; Printer  
Distributors  
Products Offered: Sheet Feeder  
Net Sales: \$5 Million - \$25 Million  
(1982)  
Contacts:  
Head of Sales: Robert Frankel  
Head of Engineering: Ludwig Kapp  
Head of Customer Service: Mary  
Connolly  
Geographic Coverage: National  
Year Established: 1980  
Number of Employees: 200

## NEW YORK

### AVDEC CORP.

115 Henry St.  
Freeport, NY 11520  
(516) 546-2272  
Major Markets: Miscellaneous  
Computer Supplies; Education;  
Medical  
Products Offered: Computer Locks  
Net Sales: Less than \$100,000  
(1982)  
Geographic Coverage: National  
Year Established: 1975  
Number of Employees: 2

### AVM CORP.

AVM Data Products  
609 N. Long Beach Road  
Rockville Center, NY 11570  
(516) 764-1222  
Major Markets: Miscellaneous  
Computer Supplies; Manufacturing  
Products Offered: Furniture;  
Computer Locker  
Net Sales: \$25 Million - \$100 Million  
(1982)  
Contacts:  
Head of Marketing: Joe Totman  
Geographic Coverage: International  
Year Established: 1959  
Number of Employees: 2,000

### BANCROFT BUSINESS FORMS, INC.

24 W 25th St.  
New York, NY 10010  
(212) 924-4424  
Major Markets: Miscellaneous  
Computer Supplies  
Products Offered: Forms  
Contacts:  
Head of Marketing: J. Meier  
Geographic Coverage: National  
Number of Employees: 8

### BAROUH EATON ALLEN CORP.

Korecity Division  
67 Kent Ave.

Brooklyn, NY 11211  
(212) 782-2601  
**Major Markets:** Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies; Dealers;  
Wholesalers; OEM  
**Products Offered:** Ribbons; Film;  
Fabric; Ribbons  
**Net Sales:** \$25 Million - \$100 Million  
(1981)  
**Contacts:**  
Head of Marketing: William Glover  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 500

**BENJAMIN ELECTROPRODUCTS, INC.**  
Robins Division  
75 Austin Blvd.  
Commack, NY 11725  
(516) 543-5200  
**Major Markets:** Dealers;  
Distributors; Miscellaneous  
Computer Supplies  
**Products Offered:** Tapes; Cleaning  
Kits  
**Contacts:**  
Head of Marketing/Sales: Stuart  
Caine  
**Year Established:** 1955  
**Number of Employees:** 75

**COMPUTER RIBBON SPECIALISTS**  
P.O. Box 724  
Hicksville, NY 11802  
(516) 822-5591  
**Major Markets:** Miscellaneous  
Computer Supplies; Stationery;  
Computer Products Distributors  
**Products Offered:** Ribbons;  
Cartridges; Cassettes  
**Contacts:**  
Head of Marketing/Sales: Ernie  
Wunderman  
**Geographic Coverage:** International  
**Year Established:** 1926  
**Number of Employees:** 80

**CREEK ELECTRONICS CO.**  
Pilgrim Electric Co.  
29 Cain Dr.  
Plainview, NY 11803  
(516) 420-8989  
**Major Markets:** Miscellaneous  
Computer Supplies;  
**Products Offered:** Power  
Conditioners,  
Outlet Strips  
**Contacts:**  
Head of Marketing: John Alden  
Head of Sales: Tom Aiello  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 20

**DATA LINE ASSOCIATES**  
1423 Corking Ave.  
Utica, NY 13503  
(315) 738-1082  
**Major Markets:** OEM (Peripherals-  
Terminals); Miscellaneous Computer  
Supplies; All Users  
**Products Offered:** Ribbons; Disk  
Packs; Diskettes; Tapes  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 3

**DATAFILE LIMITED**  
5 Beekman St.  
New York, NY 10038  
(212) 962-6663  
**Major Markets:** Miscellaneous  
Computer Supplies; Insurance;  
Banking; Brokerage  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1967  
**Number of Employees:** 4

**DATAREX SYSTEMS, INC.**  
3907 Genesee St.  
Buffalo, NY 14225  
(716) 633-1031  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs;  
Diskettes; Tapes; Furniture; Sound  
Covers  
**Geographic Coverage:** International  
**Year Established:** 1982  
**Number of Employees:** 7

**DAVCO FORMS & SUPPLIES**  
53 Park Place  
New York, NY 10007  
(212) 732-9200  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Forms; Furniture  
**Geographic Coverage:** New York  
**Year Established:** 1979  
**Number of Employees:** 15

**DENNISON MONARCH SYSTEMS, INC.**  
MacArthur Ave.  
New Windsor, NY 12550  
(914) 562-3100  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture;  
Stands; Cabinets  
**Contacts:**  
Head of Marketing: Parke McCarthy  
Head of Engineering: Bill Mutchler  
**Geographic Coverage:** International  
**Year Established:** 1946  
**Number of Employees:** 125

**ELECTRIC WASTEBASKET CORP.**  
145 W. 45 St.  
New York, NY 10036  
(212) 997-1700  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Finance; Banking; Retail  
**Target Applications:** Engineering  
**Products Offered:** Cabinet;  
Switching  
**Contacts:**  
Head of Marketing: Morris Golde  
Head of Sales: William Golde  
**Geographic Coverage:** National  
**Year Established:** 1942  
**Number of Employees:** 100

**GAYLORD BROS., INC.**  
P.O. Box 4901  
Syracuse, NY 13221  
(315) 457-5070  
**Major Markets:** Software House;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Library; Education

**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture  
**Contacts:**  
Head of Engineering: Jim Dokoupil  
Head of Customer Service: Peggy  
Trinea  
**Geographic Coverage:** International  
**Number of Employees:** 300

**GRAPHIC CONTROLS CORP.**  
189 Van Rensselaer St.  
P.O. Box 1272  
Buffalo, NY 14240  
(800) 828-1535  
**Major Markets:** Component  
Manufacturing; Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Toner;  
Plotter Paper  
**Geographic Coverage:** International  
**Year Established:** 1957  
**Number of Employees:** 1,000

**HI ROSS, INC.**  
2107 Liberty Dr.  
P.O. Box 290 LPO  
Niagara Falls, NY 14304  
(716) 283-6464  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Computer Room  
Air Conditioning  
**Contacts:**  
Head of Marketing/Sales: Graham  
Whitmore  
Head of Engineering: Walter Mecozzi  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 75

**INKED SPECIALTIES CO., INC.**  
285 N. 6th St.  
Brooklyn, NY 11211  
(212) 782-1005  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Ribbons  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 24

**JE CHAPLIN ASSOCIATES, LTD.**  
Suite 867  
11 Broadway  
New York, NY 10004  
(212) 483-9685  
**Major Markets:** Software House;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Brokerage  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Magnetic media  
**Net Sales:** \$500,000 - \$1 Million  
(1981)  
**Geographic Coverage:** New Jersey,  
New York, Connecticut  
**Year Established:** 1980  
**Number of Employees:** 42

**MAGNETIC TECHNOLOGIES, INC.**  
1 Fulton Ave.  
Hempstead, NY 11550

(516) 486-7700  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
**Net Sales:** \$500,000 - \$1 Million  
(1982)  
**Contacts:**  
Head of Marketing/Sales: Timothy  
Johnson  
Head of Software/Customer Service:  
Beatrice Heller  
Head of Engineering: Steve Schafer  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 12

**MATH ASSOCIATES, INC.**  
2200 Shames Dr.  
Westbury, NY 11590  
(516) 334-8800  
**Major Markets:** Component,  
Peripheral and Communications  
Equipment Manufacturing;  
Miscellaneous Computer Supplies;  
Custom Communications Equipment  
**Contacts:**  
Head of Marketing: Bob DeLia  
Head of Sales: Norman Fein  
Head of Engineering: Irwin Math  
**Geographic Coverage:** Western  
Europe  
**Year Established:** 1972  
**Number of Employees:** 30

**MAXTON LOCK CO., INC.**  
401 E. 74th St.  
New York, NY 10021  
(212) 628-4222  
**Major Markets:** Miscellaneous  
Computer Supplies; Locks  
**Products Offered:** Computer Locks  
**Net Sales:** \$100,000 - \$500,000  
(1982)  
**Geographic Coverage:** National  
**Year Established:** 1970  
**Number of Employees:** 6

**MEAD-HATCHER, INC.**  
752 Military Road  
Buffalo, NY 14216  
(716) 877-1185  
**Major Markets:** Office Equipment  
Manufacturing; Miscellaneous  
Computer Supplies  
**Products Offered:** Forms Transport;  
Filing Equipment  
**Contacts:**  
Head of Marketing: William Crawford  
Head of Sales: Robert Mead  
**Geographic Coverage:** International  
**Year Established:** 1951

**NORTEC INDUSTRIES, INC.**  
P.O. Box 698  
Ogdensburg, NY 13669  
(315) 425-1255  
**Major Markets:** Component  
Manufacturing; Miscellaneous  
Computer Supplies  
**Products Offered:** Humidity  
Regulators  
**Contacts:**  
Head of Marketing/Sales: Gary  
Berlin  
**Geographic Coverage:** National  
**Year Established:** 1974

# Suppliers

## OFFICE COMMUNICATIONS

33 N. Madison Ave.  
Spring Valley, NY 10977  
(514) 356-4531  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Acoustic Covers

## ON TARGET PRODUCTS

32 Cherry Lane  
Floral Park, NY 11001  
(212) 343-0838  
**Major Markets:** Miscellaneous  
Computer Supplies; Dealers;  
Resellers  
**Products Offered:** Forms Tractors;  
Sheet Feeders  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 3

## OPTIMUM TESTED PRODUCTS, INC.

30 Jeffery Blvd. W.  
Deer Park, NY 11729  
(516) 586-9300  
**Major Markets:** Miscellaneous  
Computer Supplies; OEM; Dealers;  
Distributors  
**Products Offered:** Ribbons  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
Head of Marketing: Frank Gennellaro  
Head of Engineering: Robert A.  
Mazzella  
Head of Customer Service: Paula  
Kulynych  
**Geographic Coverage:** International  
**Year Established:** 1974  
**Number of Employees:** 115

## PERFECT IMAGE MATERIALS CO.

60 Engineers Dr.  
Hicksville, NY 11001  
(516) 681-2600  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Ribbons; Disk  
Packs; Diskettes  
**Geographic Coverage:** Regional  
**Year Established:** 1974  
**Number of Employees:** 5

## PREFERRED COMPUTER TRADING CORP.

P.O. Box 877  
Forest Hills, NY 11375  
(212) 261-6300  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Banking/Financial; Airlines  
**Products Offered:** Ribbons; Disk  
Packs; Diskettes; Tapes; Ink Rollers;  
Thermal Paper  
**Contacts:**  
Head of Sales: Susan Sholnik  
Head of Customer Service: Walter  
James  
**Geographic Coverage:** National  
**Year Established:** 1981

## PROGRAMS UNLIMITED

125 S. Service Road  
Jericho, NY 11753  
(516) 997-8668

**Major Markets:** Systems House  
(Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Business; Business; POS  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes;  
Furniture; Flooring  
**Contacts:**  
Head of Marketing: Dennis Wilcox  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 25

## SCOTT-HEALEY ASSOCIATES, INC.

Executive Park Tower  
Albany, NY 12203  
(518) 458-1512  
**Major Markets:** OEM (Peripherals-  
Terminals); Software House;  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Dealer/Distributor; Miscellaneous  
Computer Supplies; Manufacturing;  
Equipment Dealers; Industrial  
Control  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
**Net Sales:** \$100,000 - \$500,000  
(1981)  
**Contacts:**  
Head of Marketing: Chris Andrews  
Head of Sales/Software: Joel Scott  
**Geographic Coverage:** Regional  
**Year Established:** 1977  
**Number of Employees:** 10

## SOUND-COAT CO., INC.

1 Burt Dr.  
Deer Park, NY 11729  
(516) 242-2200  
**Major Markets:** Maintenance/Other  
Services; Miscellaneous Computer  
Supplies  
**Products Offered:** Noise Control  
Materials  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
Head of Marketing: Carl Wolaver  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 100

## SPECTRUM M. I. R. LTD.

213 Beach 88th St.  
Rockaway Beach, NY 11693  
(212) 634-0500  
**Major Markets:** Miscellaneous  
Computer Supplies; Banking  
**Products Offered:** Magnetic Ink  
Remover  
**Contacts:**  
Head of Marketing/Sales: Frank T.  
Brunner  
**Year Established:** 1967  
**Number of Employees:** 5

## SUPREME EQUIPMENT AND SYSTEMS CORP.

170 53rd St.  
Brooklyn, NY 11232  
(212) 492-7777  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Storage  
Equipment

**Net Sales:** \$25 Million - \$100 Million  
(1982)

**Contacts:**  
Head of Marketing: Sharon Krutzel  
Head of Engineering: Doward  
Wilkinson  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 600

## SYSTEMS MANUFACTURING CORP.

13 Broad St.  
Binghamton, NY 13904  
(607) 723-6344  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture; DP  
Accessories  
**Contacts:**  
Head of Marketing: Carl Backus  
Head of Sales: Richard Burchill  
**Geographic Coverage:** National  
**Year Established:** 1945  
**Number of Employees:** 115

## TAPESWITCH CORP. OF AMERICA

100 Schmitt Blvd.  
Farmingdale, NY 11735  
(516) 694-6312  
**Major Markets:** Miscellaneous  
Computer Supplies; Safety; Security  
**Products Offered:** Ribbons; Ribbon  
Switches; Safety Mats  
**Contacts:**  
Head of Sales: Richard Kessler  
**Geographic Coverage:** International  
**Year Established:** 1956  
**Number of Employees:** 100

## TAYLOR-MERCHANT CORP.

212 W. 35th St.  
New York, NY 10001  
(800) 223-6694  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk  
Packs; Diskettes; Tapes; Furniture;  
Cables; Magnetic Media  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Contacts:**  
Head of Marketing: Lawrence T.  
Turner  
**Geographic Coverage:** National  
**Year Established:** 1951  
**Number of Employees:** 27

## TOK ELECTRONICS CORP.

12 Harbor Park Dr.  
Port Washington, NY 11050  
(516) 625-0100  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Tapes  
**Contacts:**  
Head of Marketing: Frank Kramer  
Head of Sales: Ed Pessara  
**Geographic Coverage:** International  
**Year Established:** 1931  
**Number of Employees:** 150

## TEALTRONIC OF AMERICA, INC.

254 W. 31st St.  
New York, NY 10001  
(212) 597-1160  
**Major Markets:** Software House;

Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Wholesale; General Ledger;  
Commercial Loan; Mortgages;  
Accounting  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Furniture  
**Net Sales:** \$5 Million - \$25 Million  
(1982)  
**Contacts:**  
Head of Sales/Marketing: Jack Roth  
Jr.  
Head of Engineering: James Harris  
Head of Customer Service: Denis  
Donahue  
**Geographic Coverage:** New York,  
New Jersey, Connecticut  
**Year Established:** 1968  
**Number of Employees:** 130

## THE COMPUTER ACCESSORIES CO.

20 Boat Lane  
Port Washington, NY 11050  
(516) 767-0366  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Protective Covers  
**Net Sales:** \$100,000 - \$500,000  
(1982)  
**Contacts:**  
Head of Marketing: Gloria C. Carlin  
**Geographic Coverage:** National  
**Year Established:** 1979

## UNITED BUSINESS EQUIPMENT CORP.

97 Stone St.  
Buffalo, NY 14212  
(716) 893-2722  
**Major Markets:** Miscellaneous  
Computer Supplies; Banking; Data  
Processes; Office Automation  
**Products Offered:** Furniture;  
Multimedia; Cabinetry  
**Net Sales:** \$1 Million - \$5 Million  
(1982)  
**Geographic Coverage:** International  
**Year Established:** 1962  
**Number of Employees:** 30

## UNITED BUSINESS FORMS CO.

17 Battery  
New York, NY 10004  
(212) 558-6761  
**Major Markets:** Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Banking; Financial  
**Products Offered:** Forms; Disk  
Packs; Diskettes; Tapes; Bursters;  
Collators  
**Net Sales:** \$500,000 - \$1 Million  
(1982)  
**Contacts:**  
Head of Marketing: David Drummond  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 8

## UNIVERSAL MICROFILM CORP.

150 Fifth Ave.  
New York, NY 10011  
(212) 741-1525  
**Major Markets:** Dealer/Distributor;  
Maintenance/Other Services;

**Products Offered:** Microfilm  
**Contacts:**  
 Head of Marketing/Sales: Robert J. Seery  
 Head of Customer Service: James Abrams  
**Geographic Coverage:** New York, New Jersey, Connecticut  
**Year Established:** 1971  
**Number of Employees:** 50

**VENTURA CORP.**  
 415 Bayview Ave.  
 Amityville, NY 11701  
 (516) 842-1000  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 5

**XEROX CORP.**  
 Business Systems Group  
 Xerox Square  
 Rochester, NY 14644  
 (716) 423-4205  
**Major Markets:** Terminal, Peripheral and Office Equipment Manufacturing; Miscellaneous Computer Supplies; Reprographics  
**Products Offered:** Forms; Ribbons; Paper  
**Geographic Coverage:** National

## NORTH CAROLINA

**DURA — LINE**  
 Route 2  
 Box 38A  
 Flat Rock, NC 28731  
 (704) 692-3612  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Banking; Insurance; Corporations  
**Products Offered:** Ribbons  
**Net Sales:** \$500,000 - \$1 Million (1982)  
**Contacts:**  
 Head of Sales: Inez Hoots  
**Geographic Coverage:** Regional  
**Year Established:** 1972  
**Number of Employees:** 22

**ITT TELECOM PRODUCTS, INC.**  
 3100 Highwoods Blvd.  
 Raleigh, NC 27604  
 (919) 872-3759  
**Major Markets:** Component, Computer, Terminal, Peripheral and Communications Equipment Manufacturing; Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Telephone Companies; Cellular Radio; Business  
**Target Applications:** Industrial; Switching; Transmission; Data Instrumentation  
**Contacts:**

Head of Marketing: Ken Ray  
 Head of Software/Engineering: W.L. Glomb  
 Head of Customer Service: George Young Jr.  
**Geographic Coverage:** International  
**Year Established:** 1983  
**Number of Employees:** 8,500

**MAC PANEL CO.**  
 216 Pine St.  
 High Point, NC 27262  
 (919) 882-9138  
**Major Markets:** Component Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Tapes; Tape Racks  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Geographic Coverage:** International  
**Year Established:** 1958  
**Number of Employees:** 45

**SIECOR CORP.**  
 Data Communications Group  
 489 Seizer Park  
 Hickory, NC 28630489  
 (704) 324-3801  
**Major Markets:** Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Fiber Optics; Copper Cables  
**Contacts:**  
 Head of Marketing: W. B. Bielawski  
**Geographic Coverage:** International  
**Year Established:** 1977  
**Number of Employees:** 1,200

## OHIO

**COMPUTER RESOURCES, INC.**  
 4520 W. 160th St.  
 Cleveland, OH 44135  
 (216) 362-1020  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Disk Packs; Diskettes  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Marketing: J. McRedmond  
 Head of Sales: Bruno Delvecchio  
 Head of Engineering: H. Emmerich  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 100

**DAK SUPPLY CORP.**  
 2155 Drake Road  
 Cleveland, OH 44136  
 (216) 238-0102  
**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Furniture  
**Geographic Coverage:** Regional  
**Year Established:** 1963  
**Number of Employees:** 40

**F.F. FURNITURE SYSTEMS, INC.**  
 E. Dennick Ave.

Youngstown, OH 44501  
 (216) 746-7271  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Marketing/Sales: Richard Strong  
**Geographic Coverage:** International  
**Number of Employees:** 800

**FLOATING FLOORS, INC.**  
 795 Berdan Ave.  
 P.O. Box 6627  
 Toledo, OH 43612  
 (419) 476-8772  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Flooring  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Sales: Wayne Crooks  
 Head of Engineering: Tom Lutz  
**Geographic Coverage:** International  
**Year Established:** 1955  
**Number of Employees:** 35

**GRAPHIC LAMINATING, INC.**  
 Datacode  
 5122 St. Clair Ave.  
 Cleveland, OH 44103  
 (216) 881-2100  
**Major Markets:** Miscellaneous Computer Supplies; Manufacturing  
**Products Offered:** Data Collection; Cards  
**Contacts:**  
 Head of Sales: Roger Turvey  
 Head of Engineering: Ken Starek  
 Head of Customer Service: Debbie Ferello  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 50

**HAMILTON SORTER CO.**  
 3158 Production Dr.  
 Fairfield, OH 45014  
 (513) 874-9498  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Geographic Coverage:** International  
**Year Established:** 1968  
**Number of Employees:** 80

**KARDEX SYSTEMS, INC.**  
 P.O. Box 171  
 Marietta, OH 45750  
 (614) 374-9300  
**Major Markets:** Miscellaneous Computer Supplies; Retail; Warehousing; Wholesalers; Fire Protection  
**Products Offered:** Insulated Files  
**Net Sales:** \$25 Million - \$100 Million (1981)  
**Contacts:**  
 Head of Marketing: Arthur Jones  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 700

**LUDLOW COMPOSITES**  
 Ludlow Composites  
 2100 Commerce Dr.

Fremont, OH 44240  
 (419) 332-5531  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Flooring; Artistic Mats  
**Net Sales:** More than \$100 Million (1982)  
**Contacts:**  
 Head of Marketing: R. G. Monckton  
 Head of Sales: T. W. Whitaker  
 Head of Engineering: D. C. Johnson  
 Head of Customer Service: T. E. Schmidt  
**Geographic Coverage:** International  
**Year Established:** 1868  
**Number of Employees:** 3,300

**MEDIA GRAPHICS, INC.**  
 7520 Clover Ave.  
 Building 7  
 Mentor, OH 44060  
 (216) 942-5666  
**Major Markets:** Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Contacts:**  
 Head of Customer Service: Tamara Orosz  
**Geographic Coverage:** Regional  
**Year Established:** 1978  
**Number of Employees:** 10

**MEILINK SAFE CO.**  
 6245 Industrial Pkwy.  
 P.O. Box 2458  
 Whitehouse, OH 43571  
 (419) 877-5352  
**Major Markets:** Office Equipment Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Data Sales  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
 Head of Sales: Thomas Leach  
 Head of Engineering: Ralph McDaniel  
 Head of Customer Service: Barbara Arnold  
**Geographic Coverage:** National  
**Year Established:** 1899  
**Number of Employees:** 150

**NCR CORP.**  
 Systemmedia Group  
 9085 Washington Church Road  
 Miamisburg, OH 45342  
 (513) 445-5000  
**Major Markets:** Miscellaneous Computer Supplies; Business Forms and Supplier; Computer Users; Banking; General Business  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes  
**Number of Employees:** 2,300

**PAN AMERICAN BUSINESS SYSTEMS, INC.**  
 10600 Chester Road  
 Cincinnati, OH 45215  
 (513) 772-6300  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Cartridges  
**Contacts:**

# Suppliers

Head of Marketing: Lowell Cook  
**Geographic Coverage:** International  
**Year Established:** 1960  
**Number of Employees:** 100

**SCM ALLIED PAPER, INC.**  
 Business Forms Division  
 P.O. Box 125 W.C. Branch  
 Dayton, OH 45449  
 (513) 866-7421

**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Forms; Paper  
**Net Sales:** More than \$100 Million  
 (1982)

**Contacts:**  
 Head of Marketing: H. R. Freeland  
**Geographic Coverage:** National  
**Year Established:** 1893  
**Number of Employees:** 1,000

**SOUND FOLD INTERNATIONAL, INC.**

3704 Wilmington Pike  
 P.O. Box 2125  
 Dayton, OH 45429  
 (513) 228-3773

**Major Markets:** Office Equipment  
 Manufacturing; Miscellaneous  
 Computer Supplies; Acoustical  
 Walkovering; Computer Centers;  
 Banking; Medical

**Target Applications:** Offices  
**Products Offered:** Acoustic Panels  
**Net Sales:** \$100,000 - \$500,000  
 (1982)

**Contacts:**  
 Head of Marketing: Tom Milner  
 Head of Sales: Tony Sicksel  
 Head of Customer Service: Julie  
 Huntington

**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 10

**STANDARD REGISTER CO.**

P.O. Box 1167  
 Dayton, OH 45401  
 (513) 223-6181

**Major Markets:** OEM (Computer  
 Systems); Systems House  
 (Commercial OEM);  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Medical; Industrial; Healthcare;  
 Industrial

**Products Offered:** Forms; Forms  
 Handling Equipment  
**Net Sales:** More than \$100 Million  
 (1981)

**Contacts:**  
 Head of Marketing: Robert Plunkett  
**Geographic Coverage:** International  
**Year Established:** 1912  
**Number of Employees:** 4,370

**VIARDEX SYSTEMS, INC.**

Victor Systems and Equipment  
 Route 7 Reno  
 P.O. Box 171  
 Marietta, OH 45750  
 (614) 374-9300

**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Tapes; Furniture;  
 Filing Cabinets; Record Control  
**Net Sales:** \$25 Million - \$100 Million  
 (1981)

**Contacts:**

Head of Marketing: A. Jones  
**Geographic Coverage:** International  
**Year Established:** 1978  
**Number of Employees:** 500

## OKLAHOMA

**CENTRAL STATE BUSINESS FORMS, INC.**

P.O. Box 9  
 Dewey, OK 74029  
 (918) 534-1280

**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Forms; Ribbons;  
 Disk Packs  
**Contacts:**  
 Head of Sales: Connie Maness  
**Geographic Coverage:** National  
**Year Established:** 1968  
**Number of Employees:** 300

**CENTRAL STATES BUSINESS FORMS**

P.O. Box 9  
 Dewey, OK 74029  
 (918) 534-1280

**Major Markets:** Miscellaneous  
 Computer Supplies; Distribution  
**Products Offered:** Forms; Labels  
**Contacts:**  
 Head of Marketing/Sales: John Rose  
**Geographic Coverage:** Regional  
**Year Established:** 1967  
**Number of Employees:** 130

**INTERNATIONAL TURN-KEY SYSTEMS**

Suite 101  
 1302 Sovereign Row  
 Oklahoma City, OK 73108  
 (405) 946-3367

**Major Markets:** OEM (Computer  
 Systems); Software House; Data  
 Services (Service Bureau);  
 Miscellaneous Computer Supplies;  
 Petroleum; Mining

**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes  
**Net Sales:** \$1 Million - \$5 Million  
 (1981)

**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 18

**MAGNETIC MEDIA, INC.**

10126 E. 55th Place  
 Tulsa, OK 74145  
 (918) 664-2255

**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Tapes;  
 Cartridges  
**Geographic Coverage:** National  
**Year Established:** 1975

## OREGON

**TRANSPORTATION DATA EXCHANGE (TDE)**

1732 N. W. Quincy

P.O. Box 10391  
 Portland, OR 97210  
 (503) 220-2600

**Major Markets:** Software House;  
 Systems House (Commercial OEM);  
 Dealer/Distributor;  
 Maintenance/Other Services;  
 Miscellaneous Computer Supplies;  
 Motor Freight; Transportation

**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture  
**Net Sales:** \$1 Million - \$5 Million  
 (1981)

**Contacts:**  
 Head of Marketing/Sales: Fred  
 McDonnell  
 Head of Software/Customer Service:  
 Sid Gregory  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 45

## PENNSYLVANIA

**AF SYSTEMS, INC.**

5422 Lena St.  
 Philadelphia, PA 19144  
 (215) 925-6969

**Major Markets:** Dealer/Distributor;  
 Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$500,000 - \$1 Million  
 (1981)

**Contacts:**  
 Head of Marketing/Sales: Vincent  
 Firth  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 30

**COMPUTER SUPPORT SERVICES, INC.**

38 N. 2nd St.  
 P.O. Box 500  
 Lewisburg, PA 17837  
 (717) 524-4424

**Major Markets:** Software House;  
 Systems House (Commercial OEM);  
 Data Services (Service Bureau);  
 Miscellaneous Computer Supplies;  
 Manufacturing; Banking; Trucking

**Target Applications:** Construction  
**Products Offered:** Forms; Ribbons;  
 Disk Packs; Diskettes; Tapes;  
 Furniture  
**Net Sales:** \$500,000 - \$1 Million  
 (1982)

**Contacts:**  
 Head of Marketing/Sales: Delmar  
 Ritter  
 Head of Software/Customer Service:  
 David Cornelius  
**Geographic Coverage:** Regional  
**Year Established:** 1973  
**Number of Employees:** 11

**GENERAL BUSINESS SYSTEMS**

475 Adams Ave.  
 Philadelphia, PA 19120  
 (215) 722-8200

**Major Markets:** Miscellaneous  
 Computer Supplies; Insurance;  
 Banking; Industry  
**Products Offered:** Forms; Ribbons;

Disk Packs; Diskettes; Form  
 Handling Equipment  
**Net Sales:** \$500,000 - \$1 Million  
 (1982)

**Geographic Coverage:** Regional  
**Year Established:** 1958  
**Number of Employees:** 5

**HUNT MANUFACTURING CO.**

Lit-Ning Products  
 1405 Locust St.  
 Philadelphia, PA 19102  
 (215) 732-7700

**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture;  
 Acoustic Covers  
**Geographic Coverage:** National

**INOTEC SYSTEMS, INC.**

P.O. Box 330  
 Oakmont, PA 15139  
 (412) 828-9270

**Major Markets:** Miscellaneous  
 Computer Supplies  
**Products Offered:** Furniture  
**Contacts:**  
 Head of Engineering: Thomas Rice  
 Head of Customer Service: John  
 Sabatini

**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 300

**JO FURNITURE SYSTEMS**

121 Park Ave.  
 Quakertown, PA 18951  
 (215) 536-3353

**Major Markets:** Miscellaneous  
 Computer Supplies; Business  
**Products Offered:** Furniture  
**Contacts:**  
 Head of Marketing/Sales: Harvey  
 Waxman

**Geographic Coverage:** International  
**Year Established:** 1930

**LITTON BUSINESS SYSTEMS, INC.**

Cole Business Furniture  
 640 Whitford Road  
 P.O. Box M26  
 York, PA 17405  
 (717) 854-1545

**Major Markets:** Miscellaneous  
 Computer Supplies; Dealers  
**Products Offered:** Forms; Furniture;  
 Cards

**Contacts:**  
 Head of Marketing: Gary H. Beals  
 Head of Sales: Peter A. Beier  
 Head of Engineering: William  
 Winemiller  
 Head of Customer Service: Thomas  
 Keesey

**Geographic Coverage:** National  
**Year Established:** 1925  
**Number of Employees:** 1,000

**PAPER MANUFACTURERS CO.**

Paper Products  
 9800 Bustleton Ave.  
 Philadelphia, PA 19115  
 (215) 673-4500

**Major Markets:** Miscellaneous  
 Computer Supplies; Banking;  
 Retail

**Products Offered:** Forms; Paper  
 Products

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375 Cochituate Road, Box 980, Frammingham, MA 01701  
(617) 879-0700

# Suppliers

**Geographic Coverage:** National  
**Number of Employees:** 150

## ROYAL PIONEER INDUSTRIES, INC.

Castor & Armingo Ave.  
Philadelphia, PA 19134  
(215) 289-8050  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Microfilm  
Package  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 400

## TECHNOLOGY PRODUCTS, INC.

1060 Route 309  
Montgomeryville, PA 18936  
(215) 646-5515  
**Major Markets:** Maintenance/Other  
Services; Miscellaneous Computer  
Supplies; OEM; Manufacturing;  
Computer Security; Electrical Office  
Equipment  
**Products Offered:** Terminal Locks  
**Geographic Coverage:** National  
**Year Established:** 1980  
**Number of Employees:** 10

## WORD SYSTEMS, INC.

Suite 516  
One Bala Plaza  
Bala Cynwyd, PA 19004  
(215) 667-9680  
**Major Markets:** Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Legal; Banking; Insurance  
**Target Applications:** Manufacturing  
**Products Offered:** Ribbons;  
Diskettes  
**Contacts:**  
Head of Marketing/Sales: Harold  
Hollander  
Head of Customer Service: Sheldon  
Katsoff  
**Year Established:** 1976  
**Number of Employees:** 30

## YBI OFFICE FURNITURE SYSTEMS, INC.

520 Front St.  
Littitz, PA 17543  
(717) 626-3200  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture;  
Acoustic Covers  
**Contacts:**  
Head of Marketing: Mike Weaver  
**Geographic Coverage:** National  
**Year Established:** 1982  
**Number of Employees:** 200

## RHODE ISLAND

## PROCESS AUTOMATION CORP.

1018 Waterman Ave.  
P.O. Box 4156  
E. Providence, RI 02914  
(401) 434-2762  
**Major Markets:** OEM (Computer

Systems); OEM (Peripherals-Terminals); Software House;  
Systems House (Commercial OEM);  
Data Services (Service Bureau);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Manufacturing; Retail;  
Communications; Custom Software;  
Accounting  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
**Net Sales:** \$100,000 - \$500,000  
(1981)  
**Geographic Coverage:** Regional  
**Year Established:** 1970  
**Number of Employees:** 168

## SOUTH CAROLINA

## TMA INTERNATIONAL

Software Brokerage/Services  
314 E. Bridge St.  
P.O. Box 123  
St. Matthews, SC 29135  
(803) 655-5475  
**Major Markets:** OEM (Computer  
Systems); OEM (Peripherals-Terminals); Software House;  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Wholesale; Manufacturing; General  
Business  
**Target Applications:** Retail; Order  
Entry; Inventory Control; General  
Accounting; Payroll  
**Products Offered:** Diskettes  
**Geographic Coverage:** International  
**Year Established:** 1981  
**Number of Employees:** 2

## SOUTH DAKOTA

## SYNCOM

Schwans Sales Enterprises, Inc.  
P.O. Box 130  
Mitchell, SD 57301  
(605) 996-8200  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Disk Packs;  
Diskettes; Tapes; Data Cartridges;  
Magnetic cards  
**Contacts:**  
Head of Sales: Rick Van Hoover  
**Geographic Coverage:** International  
**Year Established:** 1980  
**Number of Employees:** 200

## TENNESSEE

## PELIKAN, INC.

200 Beasley Dr.  
Franklin, TN 37064  
(615) 790-6171  
**Major Markets:** Miscellaneous

Computer Supplies; Word  
Processing; Printing; Data  
Processing  
**Products Offered:** Ribbons  
**Contacts:**  
Head of Marketing: Chandler Kanal  
Head of Sales: Kevin Adrian  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 400

## TEXAS

## COMPUTER ROOM EQUIPMENT, INC.

Suite 1  
4530 W. 34th St.  
Houston, TX 77092  
(713) 688-6159  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
DP  
**Products Offered:** Flooring; Air  
Conditioning  
**Net Sales:** \$500,000 - \$1 Million  
(1982)  
**Geographic Coverage:** Texas  
**Year Established:** 1981  
**Number of Employees:** 5

## COMPUTER ROOMERS, INC.

3219 Viscount Row  
Dallas, TX 75247  
(214) 630-0280  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Marketing: Mary Ann  
Mitcham  
**Geographic Coverage:** National  
**Year Established:** 1975  
**Number of Employees:** 60

## COMPUTERIZED BUSINESS SYSTEMS, INC.

2108 W. Freeway  
Fort Worth, TX 76102  
(817) 332-1610  
**Major Markets:** Systems House  
(Commercial OEM);  
Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Small Business  
**Products Offered:** Forms; Ribbons;  
Disk Packs; Diskettes; Tapes  
**Net Sales:** \$1 Million - \$5 Million  
(1981)  
**Contacts:**  
Head of Software: Mark Peden  
**Geographic Coverage:** Regional  
**Year Established:** 1978  
**Number of Employees:** 24

## DAISYTEK

1251 Columbia  
Richardson, TX 75081  
(214) 783-8712  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies;  
Dealers  
**Products Offered:** Ribbons;

Diskettes; WP Supplies  
**Contacts:**  
Head of Marketing: Dick Jackson  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 60

## DATAMARC

1251 Columbia  
Richardson, TX 75081  
(214) 783-1691  
**Major Markets:** Dealer/Distributor;  
Miscellaneous Computer Supplies  
**Products Offered:** Envelope Feeder;  
Forms Tractor  
**Contacts:**  
Head of Sales: Frank Humphries  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 60

## ENNIS BUSINESS FORMS, INC.

107 N. Sherman St.  
Ennis, TX 75119  
(214) 875-3611  
**Major Markets:** Miscellaneous  
Computer Supplies  
**Products Offered:** Forms  
**Geographic Coverage:** National  
**Year Established:** 1909  
**Number of Employees:** 1,800

## GRAHAM MAGNETICS, INC.

6625 Industrial Park Blvd.  
N. Richland Hills, TX 76118  
(817) 281-9450  
**Major Markets:** Miscellaneous  
Computer Supplies; Banking;  
Communications; DP  
**Products Offered:** Tapes; Cleaning  
Kits  
**Net Sales:** \$25 Million - \$100 Million  
(1982)  
**Contacts:**  
Head of Marketing: Herb Schantz  
Head of Sales: Art Field  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 750

## HEXCO, INC.

Hexco Building  
Highway 39 S.  
Hunt, TX 78024  
(512) 238-4404  
**Major Markets:** Miscellaneous  
Computer Supplies; IBM Users  
**Products Offered:** Debugging Rules  
**Contacts:**  
Head of Marketing/Sales: Linda  
Tarrant  
**Geographic Coverage:** National  
**Year Established:** 1967  
**Number of Employees:** 8

## MEDIA RECOVERY, INC.

1435 Round Table Road  
Dallas, TX 75247  
(214) 630-9625  
**Major Markets:** Peripheral  
Manufacturing; Dealer/Distributor;  
Maintenance/Other Services;  
Miscellaneous Computer Supplies;  
Manufacturing  
**Products Offered:** Ribbons; Disk  
Packs; Tapes  
**Contacts:**  
Head of Marketing: J. Riciardi Jr.

# Suppliers

Head of Sales: D. MacEroy  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 70

## MIDWEST MAGNETICS

Suite 1433  
 13773 N. Central Expressway  
 Dallas, TX 75243  
 (214) 235-9551

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tapes  
**Geographic Coverage:** National  
**Year Established:** 1979  
**Number of Employees:** 10

## MOORE PAPER CO.

100 Hogan St.  
 Houston, TX 77009  
 (713) 228-9191

**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies; Gas; Manufacturing  
**Products Offered:** Forms; Disk Packs; Diskettes; Tapes  
**Contacts:**  
 Head of Sales: Jim Atherton  
**Geographic Coverage:** Texas  
**Year Established:** 1935  
**Number of Employees:** 320

## NORTHERN TELECOM, INC.

1001 E. Arapaho Road  
 Nelson Highway 54  
 P.O. Box 13010  
 Richardson, TX 75081  
 (214) 238-4790

**Major Markets:** Computer, Terminal, Peripheral and Communications Equipment Manufacturing; OEM (Computer Systems); OEM (Peripherals-Terminals); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Fortune 1000; Government  
**Target Applications:** Telephone  
**Contacts:**  
 Head of Sales: Nelson Boyd  
**Geographic Coverage:** International  
**Year Established:** 1971  
**Number of Employees:** 15,000

## PERMA PRODUCTS CO.

P.O. Box 24728  
 Dallas, TX 75224  
 (214) 298-4225

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Storage Containers  
**Geographic Coverage:** International  
**Year Established:** 1954  
**Number of Employees:** 120

## ROYAL SEATING CORP.

1110 Industrial Blvd.  
 P.O. Box 753  
 Cameron, TX 76520  
 (817) 697-6421  
**Major Markets:** Office Equipment Manufacturing; Miscellaneous Computer Supplies  
**Products Offered:** Furniture  
**Net Sales:** \$5 Million - \$25 Million (1981)

**Contacts:**  
 Head of Marketing/Sales: Lorraine Moore  
**Geographic Coverage:** National  
**Year Established:** 1969  
**Number of Employees:** 150

## TEL-TEX, INC.

2825 W. 11th  
 Houston, TX 77008  
 (713) 868-8000

**Major Markets:** Communications Equipment Manufacturing; OEM (Peripherals-Terminals); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
 Head of Marketing: Thomas D. Folger  
 Head of Software/Engineering: John Foley  
**Geographic Coverage:** Regional  
**Year Established:** 1969  
**Number of Employees:** 75

## TRANSCONTINENTAL DISTRIBUTORS

Suite 118  
 313 Dakota St.  
 San Antonio, TX 78203  
 (512) 224-0817

**Major Markets:** Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Disk Packs; Diskettes; Tape Supplies; Furniture  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Contacts:**  
 Head of Marketing: Horace Ortega  
**Geographic Coverage:** Texas  
**Year Established:** 1980  
**Number of Employees:** 7

## UNIVERSITY COMPUTING CO.

Applications Software Division  
 UCC Tower  
 Exchange Park  
 Dallas, TX 75235  
 (214) 353-7100

**Major Markets:** OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Data Services (Service Bureau); Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tape Supplies  
**Net Sales:** More than \$100 Million (1981)  
**Contacts:**  
 Head of Marketing: J. Alan Hufft  
 Head of Software: Wally Yost  
 Head of Engineering: Hugo Birrer  
**Geographic Coverage:** International  
**Year Established:** 1963  
**Number of Employees:** 1,750

## WALLACE COMPUTER SERVICE

Omarco  
 1801 W. Masonic Dr.

P.O. Box 701  
 Brenham, TX 77833  
 (409) 836-4451

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Ribbons  
**Geographic Coverage:** National  
**Year Established:** 1972

## UTAH

## ASSOCIATED BUSINESS PRODUCTS

193 W. 2100 S.  
 Salt Lake City, UT 84115  
 (801) 486-9236

**Major Markets:** Software House; Dealer/Distributor; Miscellaneous Computer Supplies  
**Products Offered:** Ribbons; Diskettes  
**Geographic Coverage:** Utah, Wyoming, Idaho  
**Year Established:** 1975  
**Number of Employees:** 68

## TBM COMPUTER CENTER

168 E. Second S.  
 Salt Lake City, UT 84111  
 (801) 521-5310

**Major Markets:** OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Dealer/Distributor; Manufacturing Representative; Retail Store; Distributor; Dealer; Maintenance/Other Services; Miscellaneous Computer Supplies; Auto Parts; Manufacturing; Legal  
**Target Applications:** Medical; Accounting  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$5 Million - \$10 Million (1983)  
**Contacts:**  
 Head of Marketing/Sales: Loren B. Frost  
**Geographic Coverage:** Regional  
**Year Established:** 1962  
**Number of Employees:** 20

## VIRGINIA

## ACCOUNTING SUPPLIES AND SYSTEMS, INC.

P.O. Box 21  
 Falls Church, VA 22046  
 (703) 379-9849

**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Flooring  
**Contacts:**  
 Head of Marketing/Sales: Nancy Malmros  
 Head of Engineering: H. G. Anderson  
**Geographic Coverage:** National  
**Year Established:** 1956

**Number of Employees:** 100

## DATASTRIP CORP.

1575 Avon St. Extension  
 Charlottesville, VA 22901  
 (804) 296-5608  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Index Products  
**Geographic Coverage:** International  
**Year Established:** 1965  
**Number of Employees:** 35

## DYNAMICS SCIENCES, INC.

Suite 525 Century Blvd.  
 2341 Jefferson Davis Highway  
 Arlington, VA 22202  
 (202) 979-1945  
**Major Markets:** Component, Computer, Terminal and Manufacturing; Communications Equipment Manufacturing; OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Digital Panel Reader; Industrial Tempest; DOD Electronic Warfare; Tempest Management; Computer Systems Interface; Surveillance  
**Contacts:**  
 Head of Marketing: Daniel E. Donovan  
 Head of Sales: Donald Utt  
 Head of Customer Service: G. Altus  
**Number of Employees:** 140

## FARADAY NATIONAL CORP.

13854 Park Center Road  
 Herndon, VA 22071  
 (703) 435-0100  
**Major Markets:** Software House; Miscellaneous Computer Supplies; Banking  
**Products Offered:** Credit Cards  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
 Head of Marketing: Ann Carter  
**Geographic Coverage:** National  
**Year Established:** 1966  
**Number of Employees:** 85

## NET EXPRESS, INC.

1500 Planning Research Dr.  
 McLean, VA 22102  
 (703) 556-3020  
**Major Markets:** Terminal and Office Equipment Manufacturing; Software House; Miscellaneous Computer Supplies; Network Services; Communications; Consulting Services; Tracing and Tracking; MIS Services  
**Contacts:**  
 Head of Marketing/Sales: P. Schmidman  
 Head of Software: Fran Craig  
 Head of Engineering: Steve Eich  
 Head of Customer Service: Jeff Cummings  
**Year Established:** 1982  
**Number of Employees:** 50

## ONYX, INC.

1487 Chain Bridge Road  
 McLean, VA 22101

# Suppliers

(703) 556-9000

**Major Markets:** OEM (Computer Systems); OEM (Peripherals-Terminals); Software House; Systems House (Commercial OEM); Data Services (Service Bureau); Dealer/Distributor; Maintenance/Other Services; Miscellaneous Computer Supplies; Engineering; Real-Time Process; Communication  
**Target Applications:** Disk I/O; Systems Software  
**Net Sales:** \$1 Million - \$5 Million (1981)  
**Geographic Coverage:** National  
**Year Established:** 1978  
**Number of Employees:** 30

## WISCONSIN

### LEGGETT & PLATT, INC.

1629 Wisconsin Ave.  
Grafton, WI 53024  
(414) 377-3270  
**Major Markets:** Miscellaneous Computer Supplies  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing: Bob Mueller  
Head of Engineering: Joe Smith  
**Geographic Coverage:** National  
**Year Established:** 1947  
**Number of Employees:** 250

### MEDIA MANAGEMENT & MAGNETICS, INC.

3725 A. N. 126th St.  
Brookfield, WI 53005  
(414) 783-5423  
**Major Markets:** Dealer/Distributor;

Miscellaneous Computer Supplies  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture

**Contacts:**  
Head of Marketing: Carrie Gingras  
**Geographic Coverage:** National  
**Year Established:** 1977  
**Number of Employees:** 10

### R-WAY

740 S. Commerce St.  
Sheboygan, WI 53081  
(414) 457-4833  
**Major Markets:** Miscellaneous Computer Supplies; Computer; Office; Resort  
**Target Applications:** Dormitory  
**Products Offered:** Furniture  
**Net Sales:** \$5 Million - \$25 Million (1982)  
**Contacts:**  
Head of Marketing/Sales: Don Schackmuth  
**Geographic Coverage:** National  
**Year Established:** 1981  
**Number of Employees:** 300

### SHADE INFORMATION SYSTEMS, INC.

P.O. Box 730  
Green Bay, WI 54305  
(414) 498-8300  
**Major Markets:** Miscellaneous Computer Supplies; Fortune 500  
**Products Offered:** Forms  
**Geographic Coverage:** National  
**Year Established:** 1965  
**Number of Employees:** 300

### SPACESEVER CORP.

1450 Janesville Ave.  
Fort Atkinson, WI 53538  
(414) 563-6362  
**Major Markets:** Miscellaneous Computer Supplies; Insurance;

Finance; Medical

**Target Applications:** Manufacturing; Vault; Tape Storage; Printout Storage  
**Products Offered:** High Density; Mobile Storage

**Contacts:**  
Head of Marketing/Sales: Peter J. Boswell  
Head of Software/Engineering: John A. Sattel  
Head of Customer Service: Richard Chayka  
**Geographic Coverage:** International  
**Year Established:** 1970  
**Number of Employees:** 75

### SYCOM

Data-Plan  
3817 W. Bettline Highway  
P.O. Box 7947  
Madison, WI 53707  
(608) 271-1133  
**Major Markets:** OEM (Computer Systems); OEM (Peripherals-Terminals); Systems House (Commercial OEM); Data Services (Service Bureau); Miscellaneous Computer Supplies; Medical; Dental; Optometric  
**Products Offered:** Miscellaneous Computer Supplies; Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture  
**Net Sales:** \$5 Million - \$25 Million (1981)  
**Contacts:**  
Head of Marketing/Sales: Denis Grejczyk  
Head of Software: William Arthur  
Head of Engineering: Lawrence Dewey  
Head of Customer Service: Bill Thompson  
**Geographic Coverage:** International  
**Year Established:** 1964  
**Number of Employees:** 160

### VAHNER GRAPHICS CORP.

12600 Robin Lane  
P.O. Box 844  
Brookfield, WI 53005  
(414) 781-7300  
**Major Markets:** Miscellaneous Computer Supplies  
**Products Offered:** Forms  
**Net Sales:** \$1 Million - \$5 Million (1982)  
**Contacts:**  
Head of Marketing/Sales: Steve Otto  
**Geographic Coverage:** National  
**Year Established:** 1947  
**Number of Employees:** 65

## WYOMING

### NATIONAL DATATEC, INC.

4055 Cy Ave.  
Casper, WY 82604  
(307) 265-8888  
**Major Markets:** Software House; Systems House (Commercial OEM); Dealer/Distributor; Miscellaneous Computer Supplies; Architecture; Medical; Legal  
**Target Applications:** Banks; General Accounting  
**Products Offered:** Forms; Ribbons; Disk Packs; Diskettes; Tapes; Furniture; Flooring  
**Contacts:**  
Head of Marketing: Guy Montgomery  
Head of Sales: Richard White  
Head of Engineering: Ray Gottob  
**Geographic Coverage:** Wyoming  
**Year Established:** 1979  
**Number of Employees:** 14

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PLOTTERS

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## Plotter Index

### Index to Plotters by Technology Type

A plotter is a computer-output device that generates graphics; the following index is designed to provide an overview of the plotters contained in this section of the buyer's guide. The index has been sorted according to plotter type — drum, electrostatic or flat-bed — and contains information on the product, the price and the page number on which the complete product listing can be found. In addition, there is an additional section which contains plotters which use other technologies.

#### Drum Plotters

VENDOR	MODEL	PRICE	PAGE
Atari, Inc.	1020 COLOR PRINTER	\$299	D-29
Benson, Inc.	1312/1313	N/A	D-29
	1322/1323 PEN PLOTTER	N/A	D-29
	1332/1333 PEN PLOTTER	N/A	D-29
	1455	N/A	D-29
CalComp	CALCOMP 1012	\$8,405	D-30
	CALCOMP 1037	N/A	D-30
	CALCOMP 1038	N/A	D-30
	CALCOMP 1039	N/A	D-30
	CALCOMP 1051	\$18,240	D-30
	CALCOMP 1055	\$25,250	D-30
	CALCOMP 1060	\$34,990	D-30
Commodore Business Machines, Inc.	C-1520 PLOTTER PRINTER	N/A	D-31
Data Design Logic Systems, Inc.	MODEL 2200	\$11,500	D-31
	MODEL 3400	\$14,500	D-31
Digital Equipment Corp.	LXY 11	\$11,250	D-31
	LXY 21	\$15,800	D-31
Houston Instrument Co.	COMPLIT PLOTTER CPS-19	\$13,950	D-33
	COMPLIT PLOTTER CPS-20	\$3,995 to \$4,595	D-33
	COMPLIT PLOTTER CPS-30	\$5,995	D-33
	DMP-51 SERIES	N/A	D-33
	DMP-52 SERIES	\$4,495	D-33
	HIPLIT PLOTTER DMP-40.2	\$995	D-33
	HIPLIT PLOTTER DMP-41/42	\$2,995	D-33
Mitotope Corp.	TP 3000	\$15,600	D-34
Nicolet Computer Graphics	5400	\$39,900	D-34
	ZETA 8	\$5,950	D-34
	ZETA 822	\$12,900	D-34
	ZETA 836	\$15,900	D-34
	ZETA 3610	\$25,900	D-34
	ZETA 3620	\$32,900	D-34
Optonics International, Inc.	4040	\$200,000	D-34
	C-4300	\$82,000	D-34
	C-4500	\$138,000	D-34
	L-2420	\$130,000	D-34
	L-5500	\$85,000	D-35
	P-1500	\$60,000	D-35
	P-1700	\$105,000	D-35
Strobe, Inc.	MODEL 200	\$795	D-35
	MODEL 260	\$995	D-35

#### Electrostatic Plotters

VENDOR	MODEL	PRICE	PAGE
Benson, Inc.	9111	N/A	D-29
	9115	N/A	D-29
	9122	N/A	D-29
	9211 ELECTROSTATIC	N/A	D-29
	9222	N/A	D-29
	9322	N/A	D-29

## Plotter Index

Benson, Inc.	9336	N/A	D-29
	9344	N/A	D-30
	9424	N/A	D-30
	9436	N/A	D-30
	9444	N/A	D-30
CalComp	CALCOMP 5000/5005	\$9,640	D-30
	CALCOMP 5100/5105	\$19,790	D-30
	CALCOMP 5200	\$10,640	D-30
	CALCOMP 5300	\$23,790	D-30
	CALCOMP 5500	N/A	D-30
Versatec, Inc.	8222F	\$26,500	D-35
	8224F	\$29,500	D-35
	8236F	\$41,500	D-35
	8242F	\$53,500	D-35
	8244A	\$56,200	D-35
	8272A	\$83,000	D-35
	EC42	\$98,000	D-35
	V80	\$8,950	D-35
	V80F	\$9,950	D-35

## Flatbed Plotters

VENDOR	MODEL	PRICE	PAGE
Alpha Merics Corp.	ALHAPLOT I	\$4,590	D-29
	ALHAPLOT II	\$5,590	D-29
Amdak	AMPLLOT-II	\$1,039	D-29
Apple Computer, Inc.	APPLE COLOR PLOTTER	\$749	D-29
Aristo Graphic Corp.	ARISTOMAT 100 SE	\$48,000 to \$70,000	D-29
CalComp	CALCOMP 84	\$1,995	D-30
Computer Talk, Inc.	500 FLATBED PLOTTER	\$42,500	D-31
	520 SINGLE PEN FLATBED PLOTTERS	\$12,200	D-31
Data Design Logic Systems, Inc.	MODEL 3200	\$9,500	D-31
Data Technology, Inc.	DT 3454	\$25,000	D-31
	DT 4068	\$27,700	D-31
Digital Equipment Corp.	LVP16 COLOR GRAPHIC PLOTTER	N/A	D-31
Enter Computer, Inc.	SIX SHOOTER MODEL 600	\$1,095	D-31
Epaco, Inc.	CIC 4436	\$5,000	D-31
Gerber Scientific Instrument Co.	AUTOMATIC DRAFTING TABLE MODEL 75	\$130,000	D-32
	HIGH PRECISION ARTWORK GEN SYS MODEL 1434	\$720,000	D-32
	MODEL 32	N/A	D-32
	MODEL 77	N/A	D-32
	PHOTOPLOTTER MODEL 35	\$238,000	D-32
	PHOTOPLOTTER MODEL 41	\$44,000	D-32
	VIDEO DIGITIZING SYSTEM MODEL 2500	\$175,000	D-32
Gould, Inc.	COLORWRITER 7	\$1,695	D-32
Hewlett-Packard Co.	7220C/T-7221C/T-9872C/T	N/A	D-32
	HP 7550	\$3,900	D-33
Houston Instrument Co.	HIPLLOT PLOTTER DMP-29	\$2,295	D-33
	HIPLLOT PLOTTER DMP-29-3	\$2,790	D-33
Image Graphics, Inc.	CRT 2000	\$450,000	D-33
Mannesmann Tally	PIXY 3	\$795	D-34
Panasonic Industrial Co.	VP-6801P	\$1,565	D-35
	VP-6802P	\$1,565	D-35
Roland DG	DXY-810	\$995	D-35
Sanyo Business Systems Corp.	PR 100 XY	\$995 to \$1,085	D-35
Tandy Corp.	FP-215 PLOTTER/PRINTER	\$995	D-35
Tektronix, Inc.	4665 INTERACTIVE DIGITAL PLOTTER	\$5,800	D-35
	4665S INTERACTIVE DIGITAL PLOTTER	\$10,900	D-35
Western Graphic, Inc.	MP 1000	N/A	D-35
Yokogawa of America	PL 2000	\$2,100	D-35

## Plotters Using Other Technologies

VENDOR	MODEL	PRICE	PAGE
Aristo Graphic Corp.	ARISTOMAT 200	\$83,000	D-29
Benson, Inc.	1565 RADIAL BED PEN PLOTTER	N/A	D-29

## Plotter Index

Benson, Inc.	9215 ELECTROSTATIC PLOTTER	N/A	D-29
CalComp	CALCOMP 945	\$15,790	D-30
	CALCOMP 965	\$20,500	D-30
	CALCOMP 970	\$39,610	D-30
Digital Equipment Corp.	CORRESPONDENT LA12	\$1,985	D-31
	DEC WRITER IV LA34-VA	\$1,550	D-31
	LETTERPRINTER 100 LA100	\$2,500	D-31
Enter Computer, Inc.	SWEET-P 100	\$795	D-31
Gerber Scientific Instrument Co.	PHOTOPLOTTER MODEL 33	\$130,000	D-32
	SUPERPLOTTER MODEL 42	\$58,000	D-32
	SUPERPLOTTER MODEL 43	\$87,000	D-32
Quinton Industries, Inc.	MICROPLOT 80	\$1,995	D-32
	SUPERPLOT 80	\$2,495	D-32
Hewlett-Packard Co.	7240A/7245B	N/A	D-32
	HP 7470A GRAPHICS PLOTTER	\$1,575	D-32
	HP 7580B	\$16,100	D-33
	HP 7585B	\$22,900	D-33
Image Graphics, Inc.	EBR 2000	\$350,000 to \$550,000	D-33
Image Resource, Inc.	VIDEO PRINT MODEL 5000	\$6,000	D-33
Imagiflex, Inc.	IMAGITIZER 1085	\$25,000	D-33
Numonics Corp.	5412	\$1,295	D-34
	5424	\$2,975	D-34
Seiko Instruments USA, Inc.	CH-5201 COLOR HARD COPIER	N/A	D-35
Western Graphtec, Inc.	WX4731 PLOT WRITER	\$2,490	D-36
Yokogawa of America	PL1000	\$995 to \$1,150	D-36

## ALPHA MERICS CORP.

**ALPHAPLOT I**  
 Compatibility: HP 7580  
 Plotter Type: Flatbed  
 Accuracy: .001000 in.  
 Repeatability: .001000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 6,  
 Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 8 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 18 in. by 30 in.  
 Data Transmission Characteristics:  
 Ascii, BCD, Parallel, Serial  
 Price: \$4,590  
 Distribution Method: Third-Party  
 Number Installed to Date: 100 - 500  
 Date First Installed: January 1983  
 (See Vendor Profile Page V-2)

## ALPHA MERICS CORP.

**ALPHAPLOT II**  
 Compatibility: HP 7580  
 Plotter Type: Flatbed  
 Accuracy: .001000 in.  
 Repeatability: .001000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 6,  
 Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 8 in./sec  
 Output Medium: Paper, Film, Mylar  
 Data Transmission Characteristics:  
 Ascii, BCD, Parallel, Serial  
 Price: \$5,590  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: January 1983

## AMDEK

**AMDEK I**  
 Plotter Type: Flatbed  
 Accuracy: .002000 in.  
 Repeatability: .008000 in.  
 Resolution: .000125 in.  
 Number and Types of Pens: 6;  
 Fiber-Tip, Ceramic/Plastic Tip  
 Peak Pen Speed: 8 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 15 in.  
 Routines Supported: Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design  
 Data Transmission Characteristics:  
 Ascii, Pure, Parallel, Serial  
 Price: \$1,099  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: April 1983  
 (See Vendor Profile Page V-2)

## AMDEK

**DKY-100**  
 Plotter Type: Flatbed  
 Accuracy: .010000 in.  
 Repeatability: .008000 in.  
 Resolution: .000250 in.  
 Number and Types of Pens: 1, All  
 Peak Pen Speed: 3 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 14 in.  
 Routines Supported: Graphing,  
 Geometrics, Drafting, Three-  
 Dimensional Graphics, Mapping,  
 Interactive Design  
 Data Transmission Characteristics:  
 Ascii, Pure, Parallel

Price: \$749  
 Distribution Method: Third-Party  
 Number Installed to Date: 400  
 Date First Installed: November 1982

## APPLE COMPUTER, INC.

**APPLE COLOR PLOTTER**  
 Plotter Type: Flatbed  
 Number and Types of Pens: 4;  
 Fiber-Tip  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics  
 Data Transmission Characteristics:  
 Ascii, Pure, Serial  
 Price: \$799  
 Distribution Method: Third-Party  
 Date First Installed: March 1984  
 (See Vendor Profile Page V-3)

## ARISTO GRAPHIC CORP.

**ARISTOMAT 100 SE**  
 Plotter Type: Flatbed  
 Plotting Method: Circular  
 Interpolation  
 Accuracy: .001000 in.  
 Repeatability: .000400 in.  
 Resolution: .000200 in.  
 Number and Types of Pens: 1, Ball-  
 Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 2 in./sec  
 Output Medium: Paper, Film, Mylar,  
 Scribe Film  
 Max. Output Size: 48 in. by 80 in.  
 Routines Supported: Graphing,  
 Geometrics, Drafting, Repeat  
 Patterns  
 Data Transmission Characteristics:  
 Ascii, Ebodic, EIA, Serial  
 Price: \$48,000 to \$70,000  
 Distribution Method: End User  
 Number Installed to Date: 100 - 500  
 Date First Installed: December 1975  
 (See Vendor Profile Page V-3)

## ARISTO GRAPHIC CORP.

**ARISTOMAT 200**  
 Plotting Method: Linear and Circular  
 Interpolation  
 Accuracy: .002000 in.  
 Repeatability: .000800 in.  
 Resolution: .000100 in.  
 Number and Types of Pens: 4, Ball-  
 Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 20 in./sec  
 Output Medium: Paper, Film, Mylar,  
 Stripping Films  
 Max. Output Size: 48 in.  
 Routines Supported: Graphing,  
 Geometrics, Drafting  
 Data Transmission Characteristics:  
 Ascii, Ebodic, EIA, Pure, Serial  
 Price: \$83,000  
 Distribution Method: End User  
 Date First Installed: 1973

## ATARI, INC.

**1020 COLOR PRINTER**  
 Plotter Type: Drum  
 Number and Types of Pens: 4,  
 Fiber-Tip  
 Peak Pen Speed: 1 in./sec  
 Output Medium: Paper  
 Max. Output Size: 4 in.  
 Routines Supported: Graphing,  
 Charts, Diagram  
 Data Transmission Characteristics:  
 Ascii, Serial  
 Price: \$299

Distribution Method: Third-Party  
 Number Installed to Date: Under 100

Date First Installed: 1983  
 (See Vendor Profile Page V-3)

## BENSON, INC.

**1312/1313**  
 Plotter Type: Drum  
 Number and Types of Pens: 3, Ball-  
 Point, Liquid Ink/Technical, Fiber-Tip  
 Output Medium: Paper, Film, Mylar,  
 Cotton Vellum  
 Max. Output Size: 37 in. by 1,968 in.  
 Routines Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii, Ebodic, Parallel, Serial  
 Distribution Method: End User  
 (See Vendor Profile Page V-4)

## BENSON, INC.

**1322/1323 PEN PLOTTER**  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Resolution: .000500 in.  
 Number and Types of Pens: 4, Ball-  
 Point, Fiber-Tip  
 Peak Pen Speed: 8.4 in./sec  
 Output Medium: Paper, Film, Mylar,  
 Cotton Vellum  
 Max. Output Size: 37 in. by 1,968 in.  
 Routines Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii, Ebodic, Parallel, Serial  
 Distribution Method: End User

## BENSON, INC.

**1332/1333 PEN PLOTTER**  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Resolution: .000500 in.  
 Output Medium: Paper, Film, Mylar,  
 Cotton Vellum  
 Max. Output Size: 37 in. by 1,968 in.

## BENSON, INC.

**1455**  
 Plotter Type: Drum  
 Number and Types of Pens: 4, Ball-  
 Point, Liquid Ink/Technical, Fiber-Tip  
 Output Medium: Paper, Film, Mylar,  
 Cotton Vellum  
 Routines Supported: Interactive  
 Design, Line/Area Drawing  
 Data Transmission Characteristics:  
 Ascii

## BENSON, INC.

**1565 RADIAL BED PEN PLOTTER**  
 Plotter Type: Radial Bed  
 Accuracy: .004000 in.  
 Repeatability: .002000 in.  
 Resolution: .000005 in.  
 Number and Types of Pens: 4, Ball-  
 Point  
 Output Medium: Paper, Film, Mylar,  
 Cotton Vellum  
 Routines Supported: Line/Area  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: End User

## BENSON, INC.

**9111**  
 Plotter Type: Electrostatic  
 Resolution: .010000 in.

Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9115**  
 Plotter Type: Electrostatic  
 Resolution: .010000 in.  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9122**  
 Plotter Type: Electrostatic  
 Resolution: .010000 in.  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9211 ELECTROSTATIC**  
 Plotter Type: Electrostatic  
 Output Medium: Paper, Film, Cotton  
 Vellum  
 Routines Supported: Line/Area  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9215 ELECTROSTATIC PLOTTER**  
 Output Medium: Paper, Film, Cotton  
 Vellum  
 Routines Supported: Line/Area  
 Drawing  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: End User

## BENSON, INC.

**9222**  
 Plotter Type: Electrostatic  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9322**  
 Plotter Type: Electrostatic  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

## BENSON, INC.

**9336**  
 Plotter Type: Electrostatic  
 Output Medium: Paper, Film  
 Routines Supported: Graphing,  
 Geometrics, Mapping  
 Data Transmission Characteristics:  
 Ascii, Parallel, Serial  
 Distribution Method: OEM

# Plotters

## BENSON, INC.

**3244**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

## BENSON, INC.

**9424**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film  
**Routines Supported:** Graphing, Geometrics, Mapping  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

## BENSON, INC.

**9436**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film  
**Routines Supported:** Graphing, Geometrics, Three-Dimensional Graphics  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

## BENSON, INC.

**9444**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film  
**Routines Supported:** Graphing, Geometrics, Mapping  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Distribution Method:** OEM

## CALCOMP

**CALCOMP B4**  
**Plotter Type:** Flatbed  
**Accuracy:** .002000 in.  
**Repeatability:** .004000 in.  
**Resolution:** .004000 in.  
**Number and Types of Pens:** 8, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 17.7 in./sec  
**Output Medium:** Paper, Film  
**Max. Output Size:** 9 in. by 11 in.  
**Routines Supported:** Graphing  
**Price:** \$1,995  
**Date First Installed:** March 1983  
*(See Vendor Profile Page V-5)*

## CALCOMP

**CALCOMP B45**  
**Plotter Type:** Belted  
**Accuracy:** .010000 in.  
**Repeatability:** .005000 in.  
**Resolution:** .000490 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 42 in./sec  
**Output Medium:** Paper, Film, Mylar, Translucent, Vellum  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$15,790  
**Distribution Method:** End User  
**Date First Installed:** December 1982

## CALCOMP

**CALCOMP 965**  
**Plotter Type:** Belted  
**Accuracy:** .010000 in.  
**Repeatability:** .005000 in.  
**Resolution:** .000490 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 42 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Max. Output Size:** 34 in. by 60 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$20,500  
**Distribution Method:** End User  
**Date First Installed:** December 1982

## CALCOMP

**CALCOMP 970**  
**Plotter Type:** Belted  
**Accuracy:** .010000 in.  
**Repeatability:** .005000 in.  
**Resolution:** .000490 in.  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$39,610  
**Date First Installed:** February 1980

## CALCOMP

**CALCOMP 1012**  
**Plotter Type:** Drum  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 4, Ball-Point, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 14.1 in./sec  
**Output Medium:** Paper, Film, Translucent, Vellum  
**Max. Output Size:** 11 in. by 2,125 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$8,405  
**Distribution Method:** End User  
**Date First Installed:** October 1978

## CALCOMP

**CALCOMP 1037**  
**Plotter Type:** Drum  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 1, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 2.8 in./sec  
**Output Medium:** Mylar, Translucent, Vellum  
**Max. Output Size:** 34 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Date First Installed:** 1977

## CALCOMP

**CALCOMP 1038**  
**Plotter Type:** Drum  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 1, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 6.3 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Distribution Method:** End User  
**Date First Installed:** 1977

## CALCOMP

**CALCOMP 1039**  
**Plotter Type:** Drum  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 3, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 6.3 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Max. Output Size:** 34 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Date First Installed:** July 1979

## CALCOMP

**CALCOMP 1051**  
**Plotter Type:** Drum  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 14.1 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Max. Output Size:** 34 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$18,240  
**Date First Installed:** 1977

## CALCOMP

**CALCOMP 1055**  
**Plotter Type:** Drum  
**Accuracy:** .004000 in.  
**Resolution:** .005000 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid-Ball  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Film, Mylar, Translucent, Vellum  
**Max. Output Size:** 34 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
**Price:** \$25,250  
**Distribution Method:** End User  
**Date First Installed:** March 1978

## CALCOMP

**CALCOMP 1060**  
**Plotter Type:** Drum

**Resolution:** .000500 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 42.4 in./sec  
**Output Medium:** Paper, Mylar, Translucent, Vellum  
**Max. Output Size:** 52 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel  
**Price:** \$34,990  
**Distribution Method:** End User  
**Date First Installed:** January 1981

## CALCOMP

**CALCOMP 5000/5005**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film, Translucent  
**Routines Supported:** Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel  
**Price:** \$9,640  
**Distribution Method:** End User  
**Date First Installed:** October 1979

## CALCOMP

**CALCOMP 5100/5105**  
**Plotter Type:** Electrostatic  
**Output Medium:** Film, Mylar, Translucent  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$19,790  
**Distribution Method:** End User  
**Date First Installed:** October 1979

## CALCOMP

**CALCOMP 5200**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Film, Translucent  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$10,640  
**Distribution Method:** End User

## CALCOMP

**CALCOMP 5300**  
**Plotter Type:** Electrostatic  
**Output Medium:** Paper, Mylar, Translucent  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$23,790  
**Distribution Method:** End User  
**Date First Installed:** October 1979

## CALCOMP

**CALCOMP 5500**  
**Plotter Type:** Electrostatic

# Plotters

Output Medium: Paper, Film, Translucent  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Pure, Parallel, Serial  
 Distribution Method: End User  
 Date First Installed: May 1981

**COMMODORE BUSINESS MACHINES, INC.**  
**C-1520 PLOTTER PRINTER**  
 Plotter Type: Drum  
 Number and Types of Pens: 4, Ball-Point  
 Peak Pen Speed: 2 in./sec  
 Output Medium: Paper  
 Routines Supported: Graphing, Geometrics  
 (See Vendor Profile Page V-7)

**COMPUTER TALK, INC.**  
**500 FLATBED PLOTTER**  
 Compatibility: RS-232  
 Plotter Type: Flatbed  
 Plotting Method: Curve  
 Accuracy: .005000 in.  
 Repeatability: .005000 in.  
 Resolution: .005000 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 50 in./sec  
 Output Medium: Paper, Film, Mylar, Photographic Film  
 Max. Output Size: 52 in. by 60 in.  
 Routines Supported: Geometrics, Drafting, Mapping, Interactive Design, Film, Cutting  
 Data Transmission Characteristics: Ascii, Ebcidic, Pure, BCD, Serial  
 Price: \$42,500  
 Distribution Method: End User  
 Number Installed to Date: 2  
 Date First Installed: June 1982  
 (See Vendor Profile Page V-8)

**COMPUTER TALK, INC.**  
**520 SINGLE PEN FLATBED PLOTTERS**  
 Compatibility: RS 232  
 Plotter Type: Flatbed  
 Plotting Method: Curve  
 Accuracy: .015000 in.  
 Repeatability: .008000 in.  
 Resolution: .005000 in.  
 Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 10 in./sec  
 Output Medium: Paper, Film, Mylar  
 Data Transmission Characteristics: Ascii, Ebcidic, Pure, BCD, Serial  
 Price: \$12,200  
 Distribution Method: End User  
 Number Installed to Date: 7  
 Date First Installed: May 1981

**DATA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 2200**  
 Plotter Type: Drum  
 Accuracy: .005000 in.  
 Repeatability: .005000 in.  
 Resolution: .00156 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 14.5 in./sec  
 Output Medium: Paper, Film, Mylar

Max. Output Size: 26 in.  
 Routines Supported: 64 Commands  
 Data Transmission Characteristics: Ascii, Serial  
 Price: \$11,500  
 Distribution Method: End User;  
 OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1979  
 (See Vendor Profile Page V-9)

**DATA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 3200**  
 Plotter Type: Flatbed  
 Accuracy: .001000 in.  
 Repeatability: .001000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 8.5 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 25 in. by 37 in.  
 Routines Supported: 64 Commands  
 Data Transmission Characteristics: Ascii, Serial  
 Price: \$9,500  
 Distribution Method: End User;  
 OEM  
 Date First Installed: March 1983

**DATA DESIGN LOGIC SYSTEMS, INC.**  
**MODEL 3400**  
 Plotter Type: Drum  
 Accuracy: .005000 in.  
 Repeatability: .005000 in.  
 Resolution: .00156 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: 14.5 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 37 in.  
 Routines Supported: Three-Dimensional Graphics, Interactive Design, 64 Commands  
 Data Transmission Characteristics: Ascii, Serial  
 Price: \$14,500  
 Distribution Method: End User;  
 OEM  
 Date First Installed: 1979

**DATA TECHNOLOGY, INC.**  
**DT 3454**  
 Compatibility: DEC Falcon, LSI-11/03, Micro PDP-11  
 Plotter Type: Flatbed  
 Plotting Method: Arch  
 Accuracy: .004000 in.  
 Repeatability: .002500 in.  
 Resolution: .002500 in.  
 Number and Types of Pens: 2, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Scribing  
 Peak Pen Speed: 16 in./sec  
 Output Medium: Paper, Mylar, Vellum  
 Max. Output Size: 34 in. by 54 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Mapping  
 Data Transmission Characteristics: Ascii, Pure, Serial  
 Price: \$25,000  
 Distribution Method: End User  
 Number Installed to Date: 1,000 - 5,000  
 Date First Installed: June 1974  
 (See Vendor Profile Page V-10)

**DATA TECHNOLOGY, INC.**  
**DT 4060**  
 Plotter Type: Flatbed  
 Plotting Method: Arch  
 Accuracy: .004000 in.  
 Repeatability: .002500 in.  
 Resolution: .002500 in.  
 Number and Types of Pens: 2, Fiber-Tip, Scribing  
 Peak Pen Speed: 16 in./sec  
 Output Medium: Paper, Mylar, Vellum  
 Max. Output Size: 40 in. by 60 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Mapping  
 Data Transmission Characteristics: Ascii, Pure, Serial  
 Price: \$27,000  
 Distribution Method: End User  
 Number Installed to Date: 100 - 500  
 Date First Installed: June 1978

**DIGITAL EQUIPMENT CORP.**  
**CORRESPONDENT LA12**  
 Plotter Type: Plateau  
 Plotting Method: Bit Map  
 Output Medium: Paper  
 Max. Output Size: 11 in.  
 Routines Supported: Graphing, Geometrics, Mapping  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
 Price: \$1,995  
 Distribution Method: End User  
 Date First Installed: June 1982  
 (See Vendor Profile Page V-11)

**DIGITAL EQUIPMENT CORP.**  
**DEC WRITER IV LA34-VA**  
 Plotter Type: Plateau  
 Plotting Method: Bit Map  
 Output Medium: Paper  
 Max. Output Size: 14 in.  
 Routines Supported: Graphing, Geometrics, Mapping  
 Data Transmission Characteristics: Ascii, Pure, Serial  
 Price: \$1,550  
 Distribution Method: End User;  
 OEM  
 Date First Installed: July 1981

**DIGITAL EQUIPMENT CORP.**  
**LETTERPRINTER 100 LA100**  
 Plotter Type: Plateau  
 Plotting Method: Bit Map  
 Output Medium: Paper  
 Max. Output Size: 14 in.  
 Routines Supported: Graphing, Geometrics, Mapping  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
 Price: \$2,500  
 Distribution Method: End User  
 Date First Installed: December 1981

**DIGITAL EQUIPMENT CORP.**  
**LVP16 COLOR GRAPHIC PLOTTER**  
 Compatibility: DEC  
 Plotter Type: Flatbed  
 Accuracy: .001000 in.  
 Repeatability: .004000 in.  
 Resolution: .000980 in.  
 Number and Types of Pens: 6  
 Peak Pen Speed: 15 in./sec  
 Output Medium: Paper, Mylar  
 Routines Supported: Graphing, Geometrics, Drafting, Mapping  
 Data Transmission Characteristics:

Ascii, Parallel, Serial  
 Distribution Method: End User;  
 OEM  
 Date First Installed: 1984

**DIGITAL EQUIPMENT CORP.**  
**LXY 11**  
 Plotter Type: Drum  
 Resolution: .016666 in.  
 Output Medium: Paper  
 Routines Supported: Graphing, Geometrics  
 Data Transmission Characteristics: Ascii, Parallel  
 Price: \$11,250  
 Distribution Method: End User

**DIGITAL EQUIPMENT CORP.**  
**LXY 21**  
 Plotter Type: Drum  
 Resolution: .016666 in.  
 Output Medium: Paper  
 Routines Supported: Graphing, Geometrics  
 Data Transmission Characteristics: Ascii, Parallel  
 Price: \$15,800  
 Distribution Method: End User;  
 OEM

**ENTER COMPUTER, INC.**  
**SIX SHOOTER MODEL 600**  
 Plotter Type: Flatbed  
 Number and Types of Pens: 6, Liquid Ink/Technical, Fiber-Tip  
 Output Medium: Paper, Film  
 Routines Supported: Graphing, Geometrics, Drafting  
 Data Transmission Characteristics: Ascii, Pure, Parallel  
 Price: \$1,095  
 Distribution Method: OEM  
 Date First Installed: April 1984  
 (See Vendor Profile Page V-13)

**ENTER COMPUTER, INC.**  
**SWEET-P 100**  
 Plotter Type: Moving-Paper  
 Accuracy: .004000 in.  
 Repeatability: .004000 in.  
 Resolution: .004000 in.  
 Number and Types of Pens: 4  
 Peak Pen Speed: 6 in./sec  
 Output Medium: Paper, Mylar  
 Max. Output Size: 9 in. by 120 in.  
 Routines Supported: Text  
 Data Transmission Characteristics: Ascii, Pure, Parallel  
 Price: \$795  
 Date First Installed: January 1983

**EPSCO, INC.**  
**CIC 4436**  
 Compatibility: RS-232C, IEEE 488  
 Plotter Type: Flatbed  
 Accuracy: .005000 in.  
 Repeatability: .002000 in.  
 Resolution: .002000 in., Ball-Point  
 Peak Pen Speed: 8 in./sec  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 44 in. by 36 in.  
 Routines Supported: Graphing, Mapping, Interactive Design, Parabolic Plotting  
 Data Transmission Characteristics: Ascii, BCD, Serial  
 Price: \$5,000  
 Distribution Method: Third-Party

# Plotters

Number Installed to Date: Under 100  
Date First Installed: March 1984  
(See Vendor Profile Page V-13)

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**AUTOMATIC DRAFTING TABLE MODEL 75**  
Plotter Type: Flatbed  
Accuracy: .004000 in.  
Repeatability: .002000 in.  
Resolution: .000500 in.  
Number and Types of Pens: 6, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Scribe  
Peak Pen Speed: 12 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 96 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Auto, Aerospace  
Price: \$130,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1974  
(See Vendor Profile Page V-15)

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**HIGH PRECISION ARTWORK MODEL 1434**  
Plotter Type: Flatbed  
Accuracy: .000040 in.  
Repeatability: .000010 in.  
Resolution: .000005 in., Photohead  
Output Medium: Photo Film, Glass Plate  
Max. Output Size: 18 in. by 22 in.  
Routines Supported: Linear, Circular  
Data Transmission Characteristics: Ascii, Ebodic, BCD, EXT Binary, Parallel, Serial  
Price: \$720,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1973

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**MODEL 32**  
Plotter Type: Flatbed  
Accuracy: .000800 in.  
Repeatability: .000400 in.  
Resolution: .000100 in.  
Number and Types of Pens: 6, Photohead  
Peak Pen Speed: 3 in./sec  
Output Medium: Paper, Film, Mylar, Photostatic Film  
Max. Output Size: 48 in. by 60 in.  
Routines Supported: Mapping, PCB Artworks  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1967

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**MODEL 77**  
Plotter Type: Flatbed  
Accuracy: .005000 in.  
Repeatability: .002000 in.  
Resolution: .000500 in.  
Number and Types of Pens: 4, Ball-Point, Pencil, Photo Head

Peak Pen Speed: 47 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 72 in. by 288 in.  
Routines Supported: Marine Engineer  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1974

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**PHOTO PLOTTER MODEL 33**  
Compatibility: GSI 4100 Series, 3100 Series, PC 800  
Plotter Type: Photoplotter  
Accuracy: .000500 in.  
Repeatability: .000150 in.  
Resolution: .000100 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photo Head  
Peak Pen Speed: 3.5 in./sec  
Output Medium: Paper, Film, Mylar, Glass Plate  
Max. Output Size: 25 in. by 30 in.  
Routines Supported: Interactive Design, Linear, Circular  
Data Transmission Characteristics: Ascii, Ebodic, BCD, Parallel, Serial  
Price: \$130,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1969

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**PHOTO PLOTTER MODEL 35**  
Plotter Type: Flatbed  
Accuracy: .000200 in.  
Repeatability: .001000 in.  
Resolution: .000050 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photohead  
Peak Pen Speed: 5 in./sec  
Output Medium: Film, Photo Film, Glass PL  
Max. Output Size: 32 in. by 40 in.  
Routines Supported: Linear, Circular  
Data Transmission Characteristics: Ascii, Ebodic, Parallel, Serial  
Price: \$238,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1982

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**PHOTO PLOTTER MODEL 41**  
Plotter Type: Flatbed  
Accuracy: .001000 in.  
Repeatability: .000500 in.  
Resolution: .000500 in.  
Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Photohead  
Output Medium: Paper, Film, Mylar, Photo Film, Glass Plate  
Max. Output Size: 16 in. by 20 in.  
Routines Supported: PCB Artwork  
Price: \$44,000  
Distribution Method: End User  
Number Installed to Date: 100 - 500  
Date First Installed: 1969

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**SUPER PLOTTER MODEL 42**  
Plotter Type: Curved-Bed  
Accuracy: .002500 in.  
Repeatability: .001500 in.  
Resolution: .000500 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Scribes  
Peak Pen Speed: 42 in./sec  
Output Medium: Paper, Film, Mylar, Photo Film  
Max. Output Size: 48 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$58,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: 1975

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**SUPER PLOTTER MODEL 43**  
Plotter Type: Curved-Bed  
Accuracy: .005000 in.  
Repeatability: .003000 in.  
Resolution: .000500 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Scribes  
Peak Pen Speed: 30 in./sec  
Output Medium: Paper, Film, Photographic Films  
Max. Output Size: 48 in. by 88 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$87,000  
Distribution Method: End User  
Number Installed to Date: Under 100

**GERBER SCIENTIFIC INSTRUMENT CO.**  
**VIDEO DIGITIZING SYSTEM MODEL 2500**  
Plotter Type: Flatbed  
Accuracy: .003000 in.  
Repeatability: .001500 in.  
Resolution: .000400 in.  
Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 60 in./sec  
Output Medium: Paper, Film, Mylar, Photo Sensitive  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics: Ascii, Ebodic, Parallel, Serial  
Price: \$175,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: October 1984

**GOULD, INC.**  
**COLORWRITER 7**  
Compatibility: IBM PC; Apple; HP  
Micros  
Plotter Type: Flatbed  
Plotting Method: Pen  
Resolution: .025000 in.

Number and Types of Pens: 10, Ball-Point, Fiber-Tip  
Peak Pen Speed: 16 in./sec  
Output Medium: Paper  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
Data Transmission Characteristics: Ascii, Ebodic, BCD, Parallel  
Price: \$1,695  
Distribution Method: End User  
Date First Installed: February 1983  
(See Vendor Profile Page V-15)

**GULTON INDUSTRIES, INC.**  
**MICRO PLOT 80**  
Plotter Type: Thermal  
Resolution: .015625 in.  
Output Medium: Paper, Mylar  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Video  
Data Transmission Characteristics: Ascii, Pure, Parallel, Serial, IEEE  
Price: \$1,995  
Distribution Method: End User  
Date First Installed: 1981  
(See Vendor Profile Page V-16)

**GULTON INDUSTRIES, INC.**  
**SUPER PLOT 80**  
Plotter Type: Thermal  
Resolution: .010000 in.  
Output Medium: Paper, Mylar  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Video  
Data Transmission Characteristics: Ascii, Pure, Parallel, Serial, IEEE  
Price: \$2,495  
Distribution Method: End User  
Date First Installed: 1984

**HEWLETT-PACKARD CO.**  
**7220C/T; 7221C/T; 9872C/T**  
Plotter Type: Flatbed  
Number and Types of Pens: 8, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 14 in./sec  
Output Medium: Paper, Film, Mylar  
Routines Supported: Graphing, Geometrics, Drafting, Mapping  
Data Transmission Characteristics: Ascii, Serial  
Distribution Method: End User; Third-Party  
(See Vendor Profile Page V-16)

**HEWLETT-PACKARD CO.**  
**7240A/7245B**  
Plotter Type: Thermal  
Output Medium: Paper  
Routines Supported: Graphing, Geometrics, Mapping  
Data Transmission Characteristics: Ascii, Serial  
Distribution Method: End User; Third-Party

**HEWLETT-PACKARD CO.**  
**HP 7470A GRAPHICS PLOTTER**  
Compatibility: HP; IBM PC; Apple  
Plotter Type: Moving-Paper  
Repeatability: .004000 in.  
Resolution: .001000 in.  
Number and Types of Pens: 2, Fiber-Tip, Transparency

**Peak Pen Speed:** 15 in./sec  
**Output Medium:** Paper, Film  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Parallel, Serial, HP-IL  
**Price:** \$1,575  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** February 1982

**HEWLETT-PACKARD CO.**  
**HP 7550**  
**Plotter Type:** Flatbed  
**Accuracy:** .00250 in.  
**Repeatability:** .00400 in.  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 8, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 31.5 in./sec  
**Output Medium:** Paper, Film, Mylar  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping  
**Data Transmission Characteristics:** Ascii, Serial  
**Price:** \$3,900  
**Distribution Method:** End User; Third-Party  
**Date First Installed:** May 1984

**HEWLETT-PACKARD CO.**  
**HP 7580B**  
**Compatibility:** HP, DEC, IBM  
**Plotter Type:** Moving-Paper  
**Accuracy:** .009800 in.  
**Repeatability:** .002000 in.  
**Resolution:** .000984 in.  
**Number and Types of Pens:** 8, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 24 in./sec  
**Output Medium:** Paper, Film, Mylar, Vellum  
**Max. Output Size:** 25 in. by 49 in.  
**Routines Supported:** Graphing, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Price:** \$16,100  
**Distribution Method:** End User  
**Date First Installed:** March 1981

**HEWLETT-PACKARD CO.**  
**HP 7585B**  
**Compatibility:** HP, DEC, IBM  
**Plotter Type:** Moving-Paper  
**Accuracy:** .009800 in.  
**Repeatability:** .002000 in.  
**Resolution:** .000984 in.  
**Number and Types of Pens:** 8, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 24 in./sec  
**Output Medium:** Paper, Film, Mylar, Vellum  
**Max. Output Size:** 37 in. by 49 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Price:** \$22,900  
**Distribution Method:** End User; OEM  
**Date First Installed:** July 1982

**HOUSTON INSTRUMENT**  
**COMPLOT PLOTTER CPS-19**  
**Plotter Type:** Drum  
**Accuracy:** .002000 in.  
**Repeatability:** .001000 in.  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Indian Ink  
**Peak Pen Speed:** 15 in./sec  
**Max. Output Size:** 35 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial  
**Price:** \$13,950  
**Distribution Method:** End User; OEM  
**Date First Installed:** June 1982  
*(See Vendor Profile Page V-17)*

**HOUSTON INSTRUMENT**  
**COMPLOT PLOTTER CPS-20**  
**Plotter Type:** Drum  
**Resolution:** .005000 in., Ball-Point, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 4.2 in./sec  
**Output Medium:** Paper, Mylar, Vellum  
**Max. Output Size:** 11 in.  
**Routines Supported:** Graphing  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, Incremental Parallel  
**Price:** \$3,995 to \$4,595  
**Distribution Method:** End User; OEM  
**Date First Installed:** June 1981

**HOUSTON INSTRUMENT**  
**COMPLOT PLOTTER CPS-30**  
**Plotter Type:** Drum  
**Resolution:** .005000 in.  
**Number and Types of Pens:** 1, Liquid Ink/Technical, Fiber-Tip  
**Peak Pen Speed:** 4.2 in./sec  
**Output Medium:** Paper, Mylar, Vellum  
**Max. Output Size:** 22 in.  
**Routines Supported:** Graphing  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, Incremental Parallel  
**Price:** \$5,995  
**Distribution Method:** End User; OEM  
**Date First Installed:** July 1981

**HOUSTON INSTRUMENT**  
**DMP-51 SERIES**  
**Plotter Type:** Drum  
**Accuracy:** .010000 in.  
**Repeatability:** .002000 in.  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 1, Liquid Ink/Technical  
**Peak Pen Speed:** 16 in./sec  
**Output Medium:** Paper, Film  
**Routines Supported:** Drafting  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 4,495  
**Date First Installed:** May 1984

**HOUSTON INSTRUMENT**  
**DMP-52 SERIES**  
**Plotter Type:** Drum  
**Accuracy:** .010000 in.  
**Repeatability:** .002000 in.  
**Resolution:** .001000 in., Liquid

Ink/Technical  
**Peak Pen Speed:** 16 in./sec  
**Output Medium:** Paper, Film  
**Routines Supported:** Drafting  
**Price:** \$4,495  
**Distribution Method:** Third-Party  
**Date First Installed:** May 1984

**HOUSTON INSTRUMENT**  
**HILOTT PLOTTER DMP-29**  
**Plotter Type:** Flatbed  
**Accuracy:** .008000 in.  
**Repeatability:** .004000 in.  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 8  
**Peak Pen Speed:** 22.6 in./sec  
**Output Medium:** Paper, Film, Mylar  
**Max. Output Size:** 11 in. by 17 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, GPIB  
**Price:** \$2,295  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** September 1982

**HOUSTON INSTRUMENT**  
**HILOTT PLOTTER DMP-29-3**  
**Plotter Type:** Flatbed  
**Accuracy:** .008000 in.  
**Repeatability:** .004000 in.  
**Resolution:** .001000 in.  
**Number and Types of Pens:** 8, Ball-Point  
**Peak Pen Speed:** 22.6 in./sec  
**Output Medium:** Paper, Film, Mylar  
**Routines Supported:** Graphing  
**Price:** \$2,790  
**Distribution Method:** OEM; Third-Party  
**Date First Installed:** September 1982

**HOUSTON INSTRUMENT**  
**HILOTT PLOTTER DMP-40.2**  
**Plotter Type:** Drum  
**Repeatability:** .005000 in.  
**Resolution:** .005000 in.  
**Number and Types of Pens:** 2  
**Peak Pen Speed:** 4.2 in./sec  
**Output Medium:** Paper, Film, Mylar  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, GPIB  
**Price:** \$995  
**Distribution Method:** Third-Party  
**Date First Installed:** November 1982

**HOUSTON INSTRUMENT**  
**HILOTT PLOTTER DMP-41/42**  
**Plotter Type:** Drum  
**Resolution:** .005000 in.  
**Resolution:** .005000 in.  
**Number and Types of Pens:** 1  
**Peak Pen Speed:** 4.2 in./sec  
**Output Medium:** Paper, Film, Mylar  
**Max. Output Size:** 24 in. by 36 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping, Interactive Design  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, GPIB  
**Price:** \$2,995  
**Distribution Method:** Third-Party

**Date First Installed:** January 1983

**IMAGE GRAPHICS, INC.**  
**CRT 2000**  
**Compatibility:** DEC Micro PDP-11 Series  
**Plotter Type:** Flatbed  
**Plotting Method:** Photo  
**Accuracy:** .001000 in.  
**Repeatability:** .001000 in.  
**Resolution:** .005000 in.  
**Number and Types of Pens:** 32, Light  
**Output Medium:** Film  
**Max. Output Size:** 48 in. by 60 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Mapping  
**Data Transmission Characteristics:** Ascii, Ebodic, Parallel  
**Price:** \$450,000  
**Distribution Method:** End User  
**Number Installed to Date:** Under 100  
**Date First Installed:** May 1978  
*(See Vendor Profile Page V-17)*

**IMAGE GRAPHICS, INC.**  
**EBR 2000**  
**Compatibility:** DEC PDP-11 Series; P3 200 Series  
**Plotter Type:** Microfilm  
**Plotting Method:** Electron Beam  
**Accuracy:** .010000 in.  
**Repeatability:** .003000 in.  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 250, Electron Beam  
**Output Medium:** Film  
**Max. Output Size:** 9 in. by 11 in.  
**Routines Supported:** Drafting, Mapping, Geophysical, Imaging  
**Data Transmission Characteristics:** Ascii, Ebodic, Pure, Parallel  
**Price:** \$350,000 to \$550,000  
**Distribution Method:** End User  
**Number Installed to Date:** Under 100  
**Date First Installed:** February 1977

**IMAGE RESOURCE, INC.**  
**VIDEO PRINT MODEL 5000**  
**Plotter Type:** Photographic  
**Plotting Method:** Raster  
**Accuracy:** .001500 in.  
**Output Medium:** Film  
**Routines Supported:** Terminal Dependent  
**Data Transmission Characteristics:** Ascii, RGB Video, Video Interface  
**Price:** \$6,000  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** January 1980  
*(See Vendor Profile Page V-17)*

**IMAGITEX, INC.**  
**IMAGITIZER 1085**  
**Compatibility:** TEC  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Imagitex  
**Price:** \$25,000  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** Under 100  
**Date First Installed:** August 1983  
*(See Vendor Profile Page V-17)*

# Plotters

## MANHESMANN TALLY

**PIXY 3**  
 Compatibility: IBM; Apple  
 Plotter Type: Flatbed  
 Accuracy: .003000 in.  
 Repeatability: .012000 in.  
 Resolution: .004000 in.  
 Number and Types of Pens: 3, Fiber-Tip, Ceramic  
 Peak Pen Speed: 8 in./sec  
 Output Medium: Paper, Mylar  
 Max. Output Size: 9 in. by 11 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Pure, Parallel, Serial  
 Price: \$795  
 Distribution Method: Third-Party  
 Number Installed to Date: Under 100  
 Date First Installed: April 1983  
 (See Vendor Profile Page V-20)

## MILTOPE CORP.

**TP 3000**  
 Compatibility: Norden; DEC; Rolm  
 Plotter Type: Drum  
 Resolution: .005000 in.  
 Output Medium: Paper  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Parallel, Serial  
 Price: \$15,600  
 Distribution Method: OEM  
 Number Installed to Date: Under 100  
 Date First Installed: 1983  
 (See Vendor Profile Page V-22)

## NICOLET COMPUTER

**GRAPHICS**  
**5400**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .000490 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 35 in./sec  
 Output Medium: Paper, Film, Mylar, Vellum, Acetate  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Graphing  
 Data Transmission Characteristics: Ascii, Ebcdic, Pure, Parallel, Serial  
 Price: \$39,900  
 Distribution Method: End User, OEM, Third-Party  
 Date First Installed: 1981  
 (See Vendor Profile Page V-24)

## NICOLET COMPUTER

**GRAPHICS**  
**ZETA 8**  
 Compatibility: RS-232/IEEE  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 8, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 20 in./sec  
 Output Medium: Paper, Film, Vellum, Glossy Bond  
 Max. Output Size: 11 in.

Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Ebcdic, Pure, Parallel, Serial  
 Price: \$5,950  
 Distribution Method: End User, OEM, Third-Party  
 Date First Installed: 1982

## NICOLET COMPUTER

**GRAPHICS**  
**ZETA 822**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 8, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 25 in./sec  
 Output Medium: Paper, Film, Mylar, Vellum, Acetate  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Ebcdic, Pure, Parallel, Serial  
 Price: \$12,900  
 Distribution Method: End User, OEM, Third-Party  
 Date First Installed: 1983

## NICOLET COMPUTER

**GRAPHICS**  
**ZETA 836**  
 Compatibility: RS-232  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .001000 in.  
 Number and Types of Pens: 8, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 25 in./sec  
 Output Medium: Paper, Film, Mylar, Vellum, Acetate  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
 Data Transmission Characteristics: Ascii, Ebcdic, Pure, Parallel, Serial  
 Price: \$15,900  
 Date First Installed: June 1984

## NICOLET COMPUTER

**GRAPHICS**  
**ZETA 8510**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .000490 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 15 in./sec  
 Output Medium: Paper, Film, Mylar, Vellum, Acetate  
 Max. Output Size: 36 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Graphing  
 Data Transmission Characteristics: Ascii, Ebcdic, Parallel, Serial  
 Price: \$25,900

Distribution Method: End User, OEM, Third-Party  
 Date First Installed: 1981

## NICOLET COMPUTER

**GRAPHICS**  
**ZETA 3620**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Accuracy: .002000 in.  
 Repeatability: .002000 in.  
 Resolution: .000490 in.  
 Number and Types of Pens: 4, Ball-Point, Liquid Ink/Technical, Fiber-Tip, Liquid Roller  
 Peak Pen Speed: 35 in./sec  
 Output Medium: Paper, Film, Mylar, Vellum, Acetate  
 Max. Output Size: 36 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, Graphing/Geometrics  
 Data Transmission Characteristics: Ascii, Ebcdic, Pure, Parallel, Serial  
 Price: \$32,900  
 Distribution Method: End User, OEM, Third-Party

## NUMONICS CORP.

**5412**  
 Compatibility: Any RS-232  
 Plotter Type: Grid Wheel  
 Accuracy: .025000 in.  
 Repeatability: .003000 in.  
 Resolution: .005000 in., Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: Programmable  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 10 in. by 36 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
 Data Transmission Characteristics: Ascii, Pure, BCD, Parallel, Serial  
 Price: \$1,295  
 Distribution Method: OEM  
 Number Installed to Date: 100 - 500  
 (See Vendor Profile Page V-25)

## NUMONICS CORP.

**5424**  
 Compatibility: Any RS-232  
 Plotter Type: Grid Wheel  
 Accuracy: .025000 in.  
 Repeatability: .003000 in.  
 Resolution: .005000 in.  
 Number and Types of Pens: 1, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
 Peak Pen Speed: Programmable  
 Output Medium: Paper, Film, Mylar  
 Max. Output Size: 36 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
 Data Transmission Characteristics: Ascii, Pure, BCD, Serial  
 Price: \$2,975  
 Distribution Method: End User, OEM  
 Number Installed to Date: Under 100  
 Date First Installed: March 1983

## OPTRONICS INTERNATIONAL,

**INC.**  
**4040**

Compatibility: Any RS-232 VAX  
 Plotter Type: Drum  
 Resolution: .001000 in.  
 Output Medium: Film  
 Max. Output Size: 40 in. by 40 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, Ebcdic, BCD, Parallel, Serial, Differential  
 Price: \$200,000  
 Distribution Method: End User, OEM  
 Date First Installed: 1982  
 (See Vendor Profile Page V-25)

## OPTRONICS INTERNATIONAL,

**INC.**  
**C-4300**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Resolution: .001000 in.  
 Max. Output Size: 10 in. by 10 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$82,000  
 Distribution Method: End User, OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1977

## OPTRONICS INTERNATIONAL,

**INC.**  
**C-4500**  
 Compatibility: Any RS-232; DG  
 Plotter Type: Drum  
 Resolution: .002000 in., RED/LASER  
 Output Medium: Film  
 Max. Output Size: 10 in. by 10 in.  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster/Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$138,000  
 Distribution Method: End User, OEM  
 Number Installed to Date: 100 - 500  
 Date First Installed: 1978

## OPTRONICS INTERNATIONAL,

**INC.**  
**L-2420**  
 Compatibility: Any RS-232  
 Plotter Type: Drum  
 Accuracy: .001000 in.  
 Repeatability: .000200 in., Laser  
 Photo Plot  
 Output Medium: Paper, Film, Mylar, Glass  
 Plate  
 Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
 Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
 Price: \$130,000

Distribution Method: End User;  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1967

## OPTONICS INTERNATIONAL, INC.

L-5500  
Compatibility: Any RS-232 VAX; DG  
Plotter Type: Drum  
Resolution: .002000 in., Red Laser  
Output Medium: Paper, Film  
Max. Output Size: 10 in. by 10 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
Price: \$85,000  
Distribution Method: OEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1979

## OPTONICS INTERNATIONAL, INC.

P-1500  
Compatibility: Any RS-232 VAX; DG  
Plotter Type: Drum  
Resolution: .001000 in., Red Laser  
Output Medium: Film  
Max. Output Size: 10 in. by 10 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
Price: \$60,000  
Distribution Method: End User;  
OEM  
Number Installed to Date: Under 100  
Date First Installed: 1971

## OPTONICS INTERNATIONAL, INC.

P-1700  
Compatibility: Any RS-232 VAX; DG  
Plotter Type: Drum  
Resolution: .002000 in.  
Output Medium: Film  
Max. Output Size: 10 in. by 10 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Raster and Vector Graphics  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial, Differential  
Price: \$105,000  
Distribution Method: End User;  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: 1975

## PANASONIC INDUSTRIAL CO.

VP-6801P  
Plotter Type: Flatbed  
Repeatability: .012000 in.  
Resolution: .004000 in.  
Number and Types of Pens: 6, Ball-Point, Fiber-Tip, Plastic/Fiber-Tip  
Peak Pen Speed: 16 in./sec  
Output Medium: Paper, Mylar  
Max. Output Size: 7 in. by 10 in.  
Routines Supported: Graphing,

Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$1,565  
Distribution Method: Third-Party  
Number Installed to Date: Under 100  
Date First Installed: November 1982  
(See Vendor Profile Page V-26)

## PANASONIC INDUSTRIAL CO.

VP-6802P  
Plotter Type: Flatbed  
Repeatability: .012000 in.  
Resolution: .004000 in.  
Number and Types of Pens: 8, Ball-Point, Fiber-Tip, Plastic Tip  
Peak Pen Speed: 18 in./sec  
Output Medium: Paper, Mylar  
Max. Output Size: 10 in. by 14 in.  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Price: \$1,565  
Distribution Method: Third-Party  
Date First Installed: July 1983

## ROLAND DG

DXT-810  
Plotter Type: Flatbed  
Number and Types of Pens: 6, Ball-Point, Liquid Ink/Technical, Fiber-Tip  
Peak Pen Speed: 8 in./sec  
Output Medium: Paper, Film, Mylar  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, CAD  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
Price: \$395  
Distribution Method: Third-Party  
Date First Installed: October 1983  
(See Vendor Profile Page V-30)

## SANYO BUSINESS SYSTEMS CORP.

PR 100 XY  
Plotter Type: Flatbed  
Accuracy: .012000 in.  
Repeatability: .008000 in.  
Resolution: .004000 in.  
Number and Types of Pens: 4, Fiber-Tip  
Peak Pen Speed: Variable  
Output Medium: Paper  
Routines Supported: Graphing, Geometrics, Drafting, Mapping, Interactive Design, Line and Pie Graphs  
Data Transmission Characteristics: Ascii, Parallel, Serial  
Price: \$995 to \$1,095  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: 1983  
(See Vendor Profile Page V-30)

## SEIKO INSTRUMENTS USA, INC.

CH-5201 COLOR HARD COPIER  
Compatibility: Syntronix; RGB Video  
Plotter Type: Thermal Ink Tracing  
Output Medium: Paper, Film  
Data Transmission Characteristics: Analog Video, Parallel, Video

Distribution Method: End User;  
OEM  
Date First Installed: 1983  
(See Vendor Profile Page V-31)

## STROBE, INC.

MODEL 200  
Compatibility: DEC Rainbow; IBM PC; Apple II Series  
Plotter Type: Drum  
Accuracy: .002000 in.  
Repeatability: .002000 in.  
Resolution: .002000 in.  
Number and Types of Pens: 1, Fiber-Tip, Pilot Pen  
Peak Pen Speed: 3 in./sec  
Output Medium: Paper, Film  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics: Ascii, Pure, Serial  
Price: \$795  
Distribution Method: Third-Party  
Number Installed to Date: 500 - 1,000  
Date First Installed: September 1981  
(See Vendor Profile Page V-33)

## STROBE, INC.

MODEL 250  
Compatibility: IBM PC; DEC Rainbow; Apple II Series  
Plotter Type: Drum  
Accuracy: .002000 in.  
Repeatability: .002000 in.  
Resolution: .002000 in.  
Peak Pen Speed: 3 in./sec  
Output Medium: Paper, Film  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design  
Data Transmission Characteristics: Ascii, Pure, Serial  
Price: \$995  
Distribution Method: Third-Party  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: 1983

## TANDY CORP.

FP-215 PLOTTER/PRINTER  
Plotter Type: Flatbed  
Repeatability: .010000 in.  
Resolution: .003930 in.  
Number and Types of Pens: 1, Fiber-Tip  
Peak Pen Speed: 3.93 in./sec  
Output Medium: Paper  
Max. Output Size: 10 in. by 14 in.  
Routines Supported: Ascii CTL Codes  
Data Transmission Characteristics: Parallel, Serial  
Price: \$995  
Distribution Method: End User  
Date First Installed: 1982  
(See Vendor Profile Page V-33)

## TEKTRONIX, INC.

4662 INTERACTIVE DIGITAL PLOTTER  
Plotter Type: Flatbed  
Accuracy: .034000 in.  
Repeatability: .025000 in.  
Resolution: .005000 in.

Number and Types of Pens: 8, Liquid Ink/Technical, Fiber-Tip, Fine Line Nylon Tip  
Peak Pen Speed: 22 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 11 in. by 17 in.  
Data Transmission Characteristics: Ascii, Serial, IEEE-488  
Price: \$5,800  
Distribution Method: End User;  
OEM  
(See Vendor Profile Page V-34)

## TEKTRONIX, INC.

4663S INTERACTIVE DIGITAL PLOTTER  
Plotter Type: Flatbed  
Accuracy: .036000 in.  
Repeatability: .002500 in.  
Resolution: .001000 in.  
Number and Types of Pens: 2, Fine Line Nylon Tip  
Peak Pen Speed: 22 in./sec  
Output Medium: Paper, Film, Mylar  
Max. Output Size: 17 in. by 22 in.  
Data Transmission Characteristics: Ascii, Serial, IEEE-488  
Price: \$10,900  
Distribution Method: End User;  
OEM

## VERSATEC, INC.

8222F  
Plotter Type: Electrostatic  
Accuracy: .015000 in.  
Repeatability: .010000 in.  
Resolution: .005000 in.  
Output Medium: Paper, Film, Vellum, 100% Cotton  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
Price: \$26,500  
Distribution Method: End User;  
OEM  
(See Vendor Profile Page V-36)

## VERSATEC, INC.

8224F  
Plotter Type: Electrostatic  
Accuracy: .015000 in.  
Repeatability: .010000 in.  
Resolution: .005000 in.  
Output Medium: Paper, Film, Vellum, 100% Cotton  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
Price: \$29,500  
Distribution Method: End User;  
OEM

## VERSATEC, INC.

8236F  
Plotter Type: Electrostatic  
Accuracy: .015000 in.  
Repeatability: .010000 in.  
Resolution: .005000 in.  
Output Medium: Paper, Film, Vellum, 100% Cotton  
Routines Supported: Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
Price: \$41,500  
Distribution Method: End User;  
OEM

# Plotters

## VERSATEC, INC.

8242F

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.  
**Output Medium:** Paper, Film, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$53,500  
**Distribution Method:** End User; OEM

## VERSATEC, INC.

8244A

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.  
**Output Medium:** Paper, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$56,200  
**Distribution Method:** End User; OEM

## VERSATEC, INC.

8272A

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.  
**Output Medium:** Paper, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$83,000  
**Distribution Method:** End User; OEM

**Interactive Design, PC Board Layout**  
**Price:** \$83,000  
**Distribution Method:** End User; OEM

## VERSATEC, INC.

EQP42

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.  
**Output Medium:** Paper, Film, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$98,000  
**Distribution Method:** End User; OEM

## VERSATEC, INC.

V80

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.  
**Output Medium:** Paper, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$8,950  
**Distribution Method:** End User; OEM

## VERSATEC, INC.

V80F

**Plotter Type:** Electrostatic  
**Accuracy:** .015000 in.  
**Repeatability:** .010000 in.  
**Resolution:** .005000 in.

**Output Medium:** Paper, Film, Vellum, 100% Cotton  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping, Interactive Design, PC Board Layout  
**Price:** \$9,950  
**Distribution Method:** End User; OEM

## WESTERN GRAPHTEC, INC.

MP 1000

**Plotter Type:** Flatbed  
**Accuracy:** .001000 in.  
**Repeatability:** .012000 in.  
**Number and Types of Pens:** 6, Liquid Ink/Technical  
**Peak Pen Speed:** 6 in./sec  
**Output Medium:** Paper  
**Max. Output Size:** 14 in. by 11 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
**Distribution Method:** End User; OEM; Third-Party  
(See Vendor Profile Page V-37)

## WESTERN GRAPHTEC, INC.

WX4731 PLOT WRITER

**Accuracy:** .002000 in.  
**Repeatability:** .008000 in.  
**Resolution:** .004000 in.  
**Number and Types of Pens:** 4, Ball-Point  
**Output Medium:** Paper  
**Max. Output Size:** 11 in. by 39 in.  
**Routines Supported:** Graphing, Geometrics, Drafting, Three-Dimensional Graphics, Mapping  
**Price:** \$2,490  
**Distribution Method:** End User; OEM  
**Date First Installed:** 1979

## YOKOGAWA OF AMERICA

PL 1000

**Plotter Type:** Grid Wheel  
**Accuracy:** .001000 in.  
**Repeatability:** .008000 in.  
**Resolution:** .004000 in.  
**Number and Types of Pens:** 4, Plastic Tip, Oil Base  
**Peak Pen Speed:** 4 in./sec  
**Output Medium:** Paper, Mylar  
**Max. Output Size:** 11 in. by 17 in.  
**Routines Supported:** Graphing, Arcs, Circles  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Price:** \$995 to \$1,150  
**Distribution Method:** End User; OEM; Third-Party  
**Date First Installed:** January 1983  
(See Vendor Profile Page V-37)

## YOKOGAWA OF AMERICA

PL 2000

**Plotter Type:** Flatbed  
**Accuracy:** .010000 in.  
**Repeatability:** .008000 in.  
**Resolution:** .002000 in.  
**Number and Types of Pens:** 4, Ceramic, Felt, Drafting  
**Peak Pen Speed:** 10 cm/sec  
**Output Medium:** Paper, Mylar  
**Max. Output Size:** 9 in. by 11 in.  
**Routines Supported:** Graphing, Character Rotation Sizing  
**Data Transmission Characteristics:** Ascii, Parallel, Serial  
**Price:** \$2,100  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed to Date:** 150  
**Date First Installed:** January 1983

**DIGITIZERS**

## Digitizer Index

### Index to Digitizers

A digitizer is a device that converts graphic data into digital data or numeric form. The index has been sorted according to two types — flatbed and image-scan digitizers — and contains information on the product, price and the page number on which the complete product listing can be found. Vendors are listed alphabetically with their products following in alphabetical order.

### Flatbed Digitizers

VENDOR	MODEL	PRICE	PAGE
Alttek Corp.	DATATAB	N/A	D-40
Aristo Graphic Corp.	ARISTOMAT 1000	\$25,000	D-40
Computer Talk, Inc.	600 CURSOR DIGITIZER	\$2,000 to \$13,000	D-40
Data Technology, Inc.	DT 4060-D	\$38,000 to \$39,995	D-40
Elographics, Inc.	E230	\$600	D-40
Envision	90301 GRAPHICS TABLET	\$2,000	D-41
OTCO Corp.	DIGI-PAD 5 FAMILY	\$795 to \$995	D-41
Hewlett-Packard Co.	HP 9111A	\$2,050	D-41
	HP 17623A	\$1,920	D-41
Houston Instrument Co.	COMPLIT DIGITIZER SERIES 7000	\$3,650 to \$6,750	D-41
	HIPAD DIGITIZER	\$840 to \$1,195	D-41
Kurta Corp.	SERIES 1	\$595	D-41
	SERIES 3	\$6,500	D-41
Numonics Corp.	2200	\$675 to \$1,275	D-41
	2400	\$3,825 to \$6,000	D-42
Pencept, Inc.	PENPAD 320	\$995	D-42
Summagraphics Corp.	BIT PAD TWO	\$640	D-42
	BIT PAD 1	\$745	D-42
	BIT PAD 10	\$745	D-42
	ID	\$4,000	D-42
	MICROGRID	\$4,600	D-42
	MM	\$750	D-43
	SUMMAGRID DIGITIZERS	\$6,000	D-43
	SUPERGRID	\$3,000	D-43
Sun-Flex Co., Inc.	TOUCH PEN SYSTEM	\$795	D-43
Tektronix, Inc.	4953	\$3,800	D-43
	4954	\$6,190	D-43
	4956 GRAPHIC TABLET	\$5,670	D-43

### Image-Scan Digitizers

VENDOR	MODEL	PRICE	PAGE
Colorado Video, Inc.	XY DIGITIZER 622	\$4,500	D-40
Datacopy	DIGITIZING CAMERA	\$7,850	D-40
Datamax	DG VIDEO DIGITIZER	\$2,000	D-40
Data Technology, Inc.	ALD-2	\$50,000	D-40
L-W International	110C	\$20,000	D-41

### Digitizers Using Other Technologies

VENDOR	MODEL	PRICE	PAGE
Aristo Graphic Corp.	ARISTOGRID 100	\$14,000 to \$10,000	D-40
CalComp	CALCOMP 2000 SERIES	\$560	D-40
	CALCOMP 4000 SERIES	\$1,080	D-40
	CALCOMP 6000 SERIES	\$1,930	D-40
	CALCOMP 8000 SERIES	\$2,850	D-40

## Digitizer Index

CalComp	CALCOMP 9000	\$1,541	D-40
Comm Soft, Inc.	PI-100	\$995	D-40
Elographics, Inc.	E270	\$1,500	D-40
QTCO Corp.	MICRO DIGI-PAD	\$750	D-41
Hitachi America, Ltd.	HISCOMSCAN LINE	\$800 to \$7,000	D-41
Kurta Corp.	SERIES 2	\$985	D-41
Micro Control Systems, Inc.	PERCEPTOR	\$9,500	D-41
Optronics International, Inc.	SPACE TABLE	\$795 to \$1,000	D-41
	C-4100	\$35,000	D-42
Pothemus Navigation Sciences, Inc.	P-1000	\$45,000	D-42
Science Accessories Corp.	3 SPACE DIGITIZER	\$13,900 to \$30,000	D-42
	GD-3	\$3,775 to \$4,500	D-42
	GP-3D-P	\$10,700	D-42
	GP-7	\$865	D-42
	GP-8	\$2,450 to \$2,100	D-42
Summagraphics Corp.	SUMMA MOUSE	\$300	D-43
XYZTEK Corp.	E-1000	N/A	D-43

# Digitizers

## ALTEK CORP.

**DATABAB**  
Compatibility: DEC VAX-11/780, HP 1000, DG  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Cross Hair  
Accuracy: .003 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental, Vector  
Data Transmission Characteristics: Ascii, Ebcid, Parallel, Serial, IEEE-488  
Distribution Method: OEM  
Number Installed to Date: 1,000 - 5,000  
Date First Installed: June 1978  
(See Vendor Profile Page V-2)

## ARISTO GRAPHIC CORP.

**ARISTOGRID 100**  
Compatibility: DEC LSI-II  
Digitizer Type: Gridboard  
Digitization Method: Active  
Cursor Type: Free/Pen  
Accuracy: .003 in.  
Repeatability: .002 in.  
Resolution: .001 in.  
Digitization Rate: 160 coordinate pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 39 in.  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
Price: \$10,000 to \$14,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: September 1978  
(See Vendor Profile Page V-3)

## ARISTO GRAPHIC CORP.

**ARISTOMAT 1000**  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: TV System Closed Circuit  
Accuracy: .001 in.  
Repeatability: .0004 in.  
Resolution: .0002 in.  
Digitization Rate: Data Release Via Key  
Operating Mode: Point, Formatted and Coded Numerical Control  
Maximum Tablet/Input Size: 48 in.  
Data Transmission Characteristics: Ascii, Ebcid, Pure, Parallel, Serial  
Price: \$25,000  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: January 1975

## CALCOMP

**CALCOMP 2000 SERIES**  
Digitizer Type: Tablet  
Digitization Method: Active  
Cursor Type: Free/Pen, Free/Cross Hair, Free/Cursor  
Accuracy: .025 in.  
Resolution: .005 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous,

Incremental, Track  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics: Ascii, Serial, RS-232C  
Price: \$560  
Distribution Method: OEM  
Date First Installed: May 1982  
(See Vendor Profile Page V-5)

## CALCOMP

**CALCOMP 4000 SERIES**  
Digitizer Type: Tablet  
Digitization Method: Active  
Cursor Type: Free/Pen, Free/Cross Hair  
Accuracy: .025 in.  
Resolution: .0025 in.  
Digitization Rate: 240 coordinate pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 11 in.  
Price: \$1,080  
Distribution Method: OEM  
Date First Installed: 1979

## CALCOMP

**CALCOMP 6000 SERIES**  
Digitizer Type: Tablet  
Cursor Type: Free/Pen, Free/Cross Hair  
Accuracy: .0105 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental, Track  
Maximum Tablet/Input Size: 44 in.  
Price: \$1,930  
Distribution Method: OEM  
Date First Installed: 1974

## CALCOMP

**CALCOMP 8000 SERIES**  
Digitizer Type: Tablet  
Digitization Method: Active  
Cursor Type: Free/Pen, Free/Cross Hair  
Accuracy: .0105 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental, Track  
Maximum Tablet/Input Size: 44 in.  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
Price: \$2,850  
Distribution Method: OEM  
Date First Installed: 1979

## CALCOMP

**CALCOMP 9000**  
Digitizer Type: Tablet  
Digitization Method: Active  
Cursor Type: Free/Pen  
Accuracy: .0105 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental, Track, Line  
Maximum Tablet/Input Size: 60 in.  
Data Transmission Characteristics: Ascii, BCD, Parallel, Serial  
Price: \$1,541  
Distribution Method: OEM  
Date First Installed: 1982

## COLORADO VIDEOS, INC.

**XY DIGITIZER 622**

Digitizer Type: Image Scan  
Digitization Rate: 60 coordinate pair/sec  
Operating Mode: Point, Continuous  
Data Transmission Characteristics: Pure, Parallel  
Price: \$4,500  
Distribution Method: End User  
Date First Installed: September 1973  
(See Vendor Profile Page V-7)

## COMM SOFT, INC.

**PI-100**  
Compatibility: Apple II  
Digitizer Type: Video Input  
Digitization Method: Photographic  
Cursor Type: Free/Cross Hair  
Digitization Rate: 1000 coordinate pair/sec  
Price: \$995  
Distribution Method: End User; OEM; Third-Party  
Number Installed to Date: 100 - 500  
Date First Installed: September 1982  
(See Vendor Profile Page V-7)

## COMPUTER TALK, INC.

**600 CURSOR DIGITIZER**  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Cross Hair  
Accuracy: .005 in.  
Repeatability: .002 in.  
Resolution: .001 in.  
Digitization Rate: 1000 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental, Area, Volume, Linear  
Maximum Tablet/Input Size: 63 in.  
Data Transmission Characteristics: Ascii, Ebcid, Binary, Pure, BCD, Binary, Serial, IEEE-488  
Price: \$2,000 to \$13,000  
Distribution Method: End User  
Date First Installed: May 1972  
(See Vendor Profile Page V-8)

## DATA COPY

**DIGITIZING CAMERA**  
Compatibility: DEC PDP-11, HP 8800X, PERQ  
Digitizer Type: Image Scan  
Digitization Method: Passive  
Cursor Type: Camera  
Resolution: .0025 in.  
Operating Mode: Raster  
Data Transmission Characteristics: Parallel  
Price: \$7,850  
Distribution Method: OEM  
Number Installed to Date: 200  
Date First Installed: March 1982  
(See Vendor Profile Page V-9)

## DATAMAX

**DG VIDEO DIGITIZER**  
Compatibility: Datamax UV1R  
Digitizer Type: Image Scan  
Digitization Method: Active  
Cursor Type: Video (Camera)  
Digitization Rate: 1 Frame/Sec  
Operating Mode: Continuous  
Price: \$2,000  
Distribution Method: Third-Party  
Number Installed to Date: Under 100  
(See Vendor Profile Page V-10)

## DATA TECHNOLOGY, INC.

**ALD-2**  
Digitizer Type: Image Scan  
Digitization Method: Active  
Cursor Type: Photoelectric  
Accuracy: .004 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental  
Maximum Tablet/Input Size: 40 in.  
Data Transmission Characteristics: Ascii, Pure, Serial  
Distribution Method: End User  
Number Installed to Date: Under 100  
Date First Installed: October 1982  
(See Vendor Profile Page V-10)

## DATA TECHNOLOGY, INC.

**DT 4060-D**  
Compatibility: DEC Falcon, LSI-11/03, Micro PDP-11  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Cross Hair, Stylus  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental  
Maximum Tablet/Input Size: 40 in.  
Data Transmission Characteristics: Ascii, Pure, Serial  
Price: \$38,000 to \$39,995  
Distribution Method: End User; OEM  
Number Installed to Date: Under 100  
Date First Installed: February 1983

## ELOGRAPHICS, INC.

**E230**  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Touch Panel  
Accuracy: .040 in.  
Resolution: .496 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental  
Maximum Tablet/Input Size: 48 in.  
Data Transmission Characteristics: Ascii, BCD, Serial  
Price: \$600  
Distribution Method: End User; OEM  
Number Installed to Date: 5,000 - 10,000  
(See Vendor Profile Page V-13)

## ELOGRAPHICS, INC.

**E270**  
Digitizer Type: Membrane  
Digitization Method: Active  
Cursor Type: Touch Panel  
Accuracy: .040 in.  
Resolution: .496 in.  
Digitization Rate: 100 coordinate pair/sec  
Operating Mode: Point, Continuous, Incremental

Maximum Tablet/Input Size: 48 in.  
Data Transmission Characteristics:  
Ascii, Pure, BCD, Parallel, Serial  
Price: \$1,500  
Distribution Method: End User;  
OEM  
Number Installed to Date: 10,000 -  
50,000  
Date First Installed: 1978

## ENVISION

30301 GRAPHICS TABLET  
Compatibility: Envision 220, 230  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .01 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 11 in.  
Data Transmission Characteristics:  
Ascii, Pure, BCD, Serial  
Price: \$2,000  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed to Date: Under  
100  
Date First Installed: February 1983  
(See Vendor Profile Page V-13)

## GYCO CORP.

DIGI-PAD 5 FAMILY  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Cross Hair  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Ascii, Binary, Pure, Pick Binary,  
Parallel, Serial, Dual RS-232  
Price: \$795 to \$995  
Distribution Method: End User;  
OEM  
Date First Installed: January 1981  
(See Vendor Profile Page V-16)

## GYCO CORP.

MICRO DIGI-PAD  
Digitization Method: Active  
Cursor Type: Free/Pen  
Accuracy: .005 in.  
Repeatability: .001 in.  
Resolution: .005 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous  
Data Transmission Characteristics:  
Ascii, Pure, Pick Binary, Serial  
Price: \$750  
Distribution Method: End User;  
OEM

## HEWLETT-PACKARD CO.

HP 9111A  
Compatibility: HP 80, 200, 1000  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen  
Repeatability: .004 in.  
Resolution: .004 in.

Digitization Rate: 60 coordinate  
pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 9 in.  
Data Transmission Characteristics:  
Parallel  
Price: \$2,050  
Distribution Method: End User  
Date First Installed: November 1981  
(See Vendor Profile Page V-16)

## HEWLETT-PACKARD CO.

HP 17823A  
Compatibility: HP 1000, 3000, 2623,  
2627  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen  
Repeatability: .0003 in.  
Resolution: .0003 in.  
Digitization Rate: 9600 coordinate  
pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Ascii, Binary, Serial  
Price: \$1,820  
Distribution Method: End User  
Date First Installed: February 1983

## HITACHI AMERICA, LTD.

HISCOMSCAN LINE  
Compatibility: Any RS-232  
Digitizer Type: Free/Cursor  
Digitization Method: Active  
Cursor Type: Free/Cursor  
Accuracy: .005 in.  
Repeatability: .005 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 44 in.  
Data Transmission Characteristics:  
Ascii, BCD, Parallel, Serial  
Price: \$800 to \$7,000  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed to Date: 3,000  
Date First Installed: 1981

## HOUSTON INSTRUMENT

COMPULOT DIGITIZER SERIES 7000  
Compatibility: RS-232C  
Digitizer Type: Flatbed  
Digitization Method: Active  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .005 in.  
Resolution: .001 in.  
Digitization Rate: 150 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental, Switch Stream  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Ascii, GPIB, BCD, Parallel, Serial  
Price: \$3,650 to \$6,750  
Distribution Method: OEM; Third-  
Party  
Date First Installed: July 1981  
(See Vendor Profile Page V-17)

## HOUSTON INSTRUMENT

HIPAD DIGITIZER  
Compatibility: Any RS-232C  
Digitizer Type: Flatbed  
Digitization Method: Active

Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .015 in.  
Repeatability: .015 in.  
Resolution: .005 in.  
Digitization Rate: 100 coordinate  
pair/sec  
Operating Mode: Point, Continuous  
Maximum Tablet/Input Size: 11 in.  
Data Transmission Characteristics:  
Ascii, BCD, Parallel, Serial  
Price: \$840 to \$1,195  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1980

## KURTA CORP.

SERIES 1  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .025 in.  
Resolution: .02 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Ascii, BCD, Serial  
Price: \$595  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1983  
(See Vendor Profile Page V-19)

## KURTA CORP.

SERIES 2  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .015 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 12 in.  
Data Transmission Characteristics:  
Ascii, BCD, Serial  
Price: \$985  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1983

## KURTA CORP.

SERIES 3  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen  
Accuracy: .01 in.  
Resolution: .001 in.  
Digitization Rate: 100 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 42 in.  
Data Transmission Characteristics:  
Ascii, BCD, Serial  
Price: \$6,500  
Distribution Method: OEM; Third-  
Party  
Date First Installed: 1983

## L-W INTERNATIONAL

110C  
Digitizer Type: Image Scan  
Digitization Method: Passive

Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .010 in.  
Repeatability: .001 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental  
Maximum Tablet/Input Size: 20 in.  
Data Transmission Characteristics:  
Ascii, Binary, Parallel  
Price: \$20,000  
Distribution Method: End User  
Number Installed to Date: Under  
100  
Date First Installed: June 1983  
(See Vendor Profile Page V-20)

## MICRO CONTROL SYSTEMS, INC.

PERCEPTOR  
Digitizer Type: Mechanical Three-  
Dimensional  
Digitization Method: Active  
Cursor Type: Robotic Arm  
Accuracy: .007 in.  
Repeatability: .01 in.  
Resolution: .007 in.  
Digitization Rate: 7 coordinate  
pair/sec  
Operating Mode: Point  
Data Transmission Characteristics:  
Ascii  
Price: \$9,500  
Distribution Method: End User;  
OEM  
Number Installed to Date: 100 - 500  
Date First Installed: May 1984  
(See Vendor Profile Page V-21)

## MICRO CONTROL SYSTEMS, INC.

SPACE TABLET  
Compatibility: IBM PC and  
Compatibles, Apple IIe  
Digitizer Type: Mechanical Three-  
Dimensional  
Digitization Method: Active  
Cursor Type: Robotic Arm  
Accuracy: .03 in.  
Repeatability: .03 in.  
Resolution: .03 in.  
Digitization Rate: 7 coordinate  
pair/sec  
Operating Mode: Point  
Data Transmission Characteristics:  
Pure, Analog, Serial  
Price: \$795 to \$1,000  
Distribution Method: End User;  
OEM; Third-Party  
Number Installed to Date: 500 -  
1,000  
Date First Installed: August 1982  
(See Vendor Profile Page V-21)

## NUMONICS CORP.

2200  
Digitizer Type: Flatbed  
Digitization Method: Passive  
Cursor Type: Free/Pen, Free/Cross  
Hair  
Accuracy: .005 in.  
Repeatability: .005 in.  
Resolution: .001 in.  
Digitization Rate: 200 coordinate  
pair/sec  
Operating Mode: Point, Continuous,  
Incremental, Switch Stream

# Digitizers

**Maximum Tablet/Input Size:** 42 in.  
**Data Transmission Characteristics:** Ascii, Pure, Packed Binary, Parallel, Serial  
**Price:** \$675 to \$1,275  
**Distribution Method:** OEM  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** March 1982  
*(See Vendor Profile Page V-25)*

## NUMONICS CORP.

**2400**  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Passive  
**Cursor Type:** Free/Cross Hair  
**Accuracy:** .005 in.  
**Repeatability:** .005 in.  
**Resolution:** .001 in.  
**Digitalization Rate:** 200 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Incremental, Switch Stream  
**Maximum Tablet/Input Size:** 42 in.  
**Data Transmission Characteristics:** Ascii, Pure, Parallel, Serial  
**Price:** \$3,825 to \$8,000  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 1,000 - 5,000  
**Date First Installed:** July 1980

## OPTRONICS INTERNATIONAL, INC.

**C-4100**  
**Compatibility:** Any RS-232 VAX, DG  
**Digitizer Type:** Drum  
**Digitalization Method:** Raster Scan  
**Cursor Type:** Optional Scanner  
**Digitalization Rate:** 20 coordinate pair/sec  
**Operating Mode:** Continuous  
**Maximum Tablet/Input Size:** 10 in.  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, Differential  
**Price:** \$55,000  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** 1975  
*(See Vendor Profile Page V-25)*

## OPTRONICS INTERNATIONAL, INC.

**P-1000**  
**Compatibility:** Any RS-232 VAX, DG  
**Digitizer Type:** Drum  
**Digitalization Method:** Raster Scan  
**Cursor Type:** Optical Scanner  
**Digitalization Rate:** 20 coordinate pair/sec  
**Operating Mode:** Continuous  
**Maximum Tablet/Input Size:** 10 in.  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, Differential  
**Price:** \$45,000  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** 1978

## PENCEPT, INC.

**PENPAD 320**  
**Compatibility:** IBM PC, PC/XT  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active

**Cursor Type:** Ballpoint Pen  
**Accuracy:** .005 in.  
**Resolution:** .005 in.  
**Digitalization Rate:** 80 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Character Recognition  
**Maximum Tablet/Input Size:** 11 in.  
**Data Transmission Characteristics:** Ascii, Ascii Coordinates, IBM PC Bus  
**Price:** \$395  
**Distribution Method:** OEM; Third-Party  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** April 1984  
*(See Vendor Profile Page V-26)*

## POLHEMUS NAVIGATION SCIENCES, INC.

**3 SPACE DIGITIZER**  
**Digitizer Type:** Magnetic Transducer  
**Digitalization Method:** Active  
**Cursor Type:** Free/Stylus  
**Accuracy:** .032 in.  
**Repeatability:** .032 in.  
**Resolution:** .016 in.  
**Digitalization Rate:** 50 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Incremental  
**Maximum Tablet/Input Size:** 50 in.  
**Data Transmission Characteristics:** Ascii, Pure, User-Defined, Parallel, Serial  
**Price:** \$13,900 to \$30,000  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** Under 100  
**Date First Installed:** 1984  
*(See Vendor Profile Page V-27)*

## SCIENCE ACCESSORIES CORP.

**GD-3**  
**Digitizer Type:** Sonic  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair  
**Accuracy:** .01 in.  
**Repeatability:** .01 in.  
**Resolution:** .01 in.  
**Digitalization Rate:** 100 coordinate pair/sec  
**Operating Mode:** Point, Continuous  
**Maximum Tablet/Input Size:** 60 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Parallel, Serial  
**Price:** \$3,775 to \$4,500  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 5,000 - 10,000  
**Date First Installed:** June 1974  
*(See Vendor Profile Page V-31)*

## SCIENCE ACCESSORIES CORP.

**GP-30-P**  
**Digitizer Type:** Sonic  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen  
**Accuracy:** .01 in.  
**Repeatability:** .01 in.  
**Resolution:** .01 in.  
**Digitalization Rate:** 80 coordinate pair/sec  
**Operating Mode:** Point, Continuous

**Maximum Tablet/Input Size:** 72 in.  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial  
**Price:** \$10,700  
**Distribution Method:** End User  
**Number Installed to Date:** Under 100  
**Date First Installed:** February 1983

## SCIENCE ACCESSORIES CORP.

**GP-7**  
**Digitizer Type:** Sonic  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair  
**Accuracy:** .003 in.  
**Repeatability:** .01 in.  
**Resolution:** .01 in.  
**Digitalization Rate:** 80 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Stream  
**Maximum Tablet/Input Size:** 18 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Parallel, Serial  
**Price:** \$865  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** December 1981

## SCIENCE ACCESSORIES CORP.

**GP-8**  
**Digitizer Type:** Sonic  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair  
**Accuracy:** .01 in.  
**Repeatability:** .01 in.  
**Resolution:** .01 in.  
**Digitalization Rate:** 80 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Stream  
**Maximum Tablet/Input Size:** 60 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Parallel, Serial  
**Price:** \$2,450 to \$2,100  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 100 - 500  
**Date First Installed:** January 1983

## SUMMAGRAPHICS CORP.

**BIT PAD TWO**  
**Compatibility:** IBM PC  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair, 3 or 4 Button Cursor  
**Accuracy:** .01 in.  
**Repeatability:** .01 in.  
**Resolution:** .001 in.  
**Digitalization Rate:** 100 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Incremental  
**Maximum Tablet/Input Size:** 11 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Serial  
**Price:** \$640  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 500 - 1,000  
**Date First Installed:** 1983

*(See Vendor Profile Page V-33)*

## SUMMAGRAPHICS CORP.

**BIT PAD 1**  
**Compatibility:** Standard Interface  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair, 1, 4, 13 Button Cursor  
**Accuracy:** .08 in.  
**Resolution:** .005 in.  
**Digitalization Rate:** 200 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Switch Stream  
**Maximum Tablet/Input Size:** 15 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Parallel, IEEE  
**Price:** \$745  
**Distribution Method:** End User; OEM; Third-Party  
**Number Installed to Date:** More than 50,000  
**Date First Installed:** 1978

## SUMMAGRAPHICS CORP.

**BIT PAD 10**  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair, 1, 4, 13 Button Cursor  
**Accuracy:** .08 in.  
**Resolution:** .005 in.  
**Digitalization Rate:** 200 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Switch Stream, Remote  
**Maximum Tablet/Input Size:** 11 in.  
**Data Transmission Characteristics:** Ascii, Pure, BCD, Parallel, IEEE  
**Price:** \$745  
**Distribution Method:** End User; OEM  
**Number Installed to Date:** 40,000  
**Date First Installed:** 1978

## SUMMAGRAPHICS CORP.

**ID**  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair, 1, 4 Button Cursor  
**Accuracy:** .004 in.  
**Repeatability:** .002 in.  
**Resolution:** .005 in.  
**Digitalization Rate:** 200 coordinate pair/sec  
**Operating Mode:** Point, Continuous, Incremental, Remote  
**Maximum Tablet/Input Size:** 42 in.  
**Data Transmission Characteristics:** Ascii, BCD, Parallel, Serial, IEEE  
**Price:** \$4,000  
**Distribution Method:** OEM; Third-Party  
**Number Installed to Date:** 45,000  
**Date First Installed:** 1976

## SUMMAGRAPHICS CORP.

**MICROGRID**  
**Compatibility:** Standard Interface  
**Digitizer Type:** Flatbed  
**Digitalization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross Hair, 1, 4, 16 Button Cursor  
**Accuracy:** .005 in.  
**Resolution:** .001 in.  
**Digitalization Rate:** 100 coordinate pair/sec

Maximum Tablet/Input Size: 42 in.  
**Data Transmission Characteristics:**  
 Ascii, Pure, BCD, Parallel, Serial  
 Price: \$4,600  
**Distribution Method:** End User;  
 OEM; Third-Party  
**Number Installed to Date:** 500  
**Date First Installed:** May 1983

## SUMMAGRAPHICS CORP. MM

**Digitizer Type:** Flatbed  
**Digitization Method:** Active  
**Cursor Type:** Free/Pen; Free/Cross  
 Hair; 3, 4 Button Cursor  
**Accuracy:** .01 in.  
**Repeatability:** .01 in.  
**Resolution:** .001 in.  
**Digitization Rate:** 100 coordinate  
 pair/sec  
**Operating Mode:** Point, Continuous,  
 Incremental, Diagnostic  
**Maximum Tablet/Input Size:** 12 in.  
**Data Transmission Characteristics:**  
 Ascii, Pure, Serial, RS-232  
 Price: \$750  
**Distribution Method:** End User;  
 OEM  
**Number Installed to Date:** 1,000  
**Date First Installed:** 1982

## SUMMAGRAPHICS CORP. SUMMA MOUSE

**Compatibility:** IBM PC  
**Digitizer Type:** Optical  
**Digitization Method:** Optical  
**Cursor Type:** Optical Mouse  
**Resolution:** .01 in.  
**Digitization Rate:** 140 coordinate  
 pair/sec  
**Operating Mode:** Incremental,  
 Remote Request  
**Data Transmission Characteristics:**  
 BCD, Serial  
 Price: \$300  
**Distribution Method:** End User

**Number Installed to Date:** 1,000 -  
 5,000  
**Date First Installed:** 1984

## SUMMAGRAPHICS CORP. SUMMAGRID DIGITIZERS

**Digitizer Type:** Flatbed  
**Digitization Method:** Active  
**Cursor Type:** Free/Pen; Free/Cross  
 Hair; 5, 16 Button Lighted  
**Accuracy:** .005 in.  
**Repeatability:** .001 in.  
**Resolution:** .001 in.  
**Digitization Rate:** 100 coordinate  
 pair/sec  
**Operating Mode:** Point, Continuous,  
 Incremental  
**Maximum Tablet/Input Size:** 42 in.  
**Data Transmission Characteristics:**  
 Ascii, Pure, BCD, Parallel, IEEE  
 Price: \$6,000  
**Distribution Method:** OEM; Third-  
 Party  
**Number Installed to Date:** 700  
**Date First Installed:** 1980

## SUMMAGRAPHICS CORP. SUPERGRID

**Digitizer Type:** Flatbed  
**Digitization Method:** Passive  
**Cursor Type:** Free/Pen; Free/Cross  
 Hair; 4, 16 Button Magnifier  
**Accuracy:** .005 in.  
**Repeatability:** .001 in.  
**Resolution:** .001 in.  
**Digitization Rate:** 100 coordinate  
 pair/sec  
**Operating Mode:** Point, Continuous,  
 Incremental  
**Maximum Tablet/Input Size:** 20 in.  
**Data Transmission Characteristics:**  
 Ascii, Pure, BCD, Parallel, IEEE  
 Price: \$3,000  
**Distribution Method:** OEM; Third-  
 Party  
**Number Installed to Date:** 100 - 500

**Date First Installed:** 1980

## SUN-FLEX CO., INC. TOUCH PEN SYSTEM

**Compatibility:** IBM PC, Victor  
 Technologies 9000  
**Digitizer Type:** Flatbed  
**Digitization Method:** Active  
**Cursor Type:** Free/Cross Hair  
**Accuracy:** .005 in.  
**Repeatability:** .001 in.  
**Resolution:** .001 in.  
**Digitization Rate:** 30 coordinate  
 pair/sec  
**Operating Mode:** Continuous  
**Maximum Tablet/Input Size:** 12 in.  
**Data Transmission Characteristics:**  
 Ascii, Pure, Serial  
 Price: \$795  
**Distribution Method:** Third-Party  
**Number Installed to Date:** 1,000 -  
 5,000  
**Distribution Method:** July 1981  
 (See Vendor Profile Page V-33)

## TEKTRONIX, INC. 4953

**Digitizer Type:** Flatbed  
**Digitization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross  
 Hair  
**Accuracy:** .030 in.  
**Resolution:** .01 in.  
**Operating Mode:** Point  
**Maximum Tablet/Input Size:** 11 in.  
 Price: \$3,800  
**Distribution Method:** End User;  
 OEM  
 (See Vendor Profile Page V-34)

## TEKTRONIX, INC. 4954

**Digitizer Type:** Flatbed  
**Digitization Method:** Active  
**Cursor Type:** Free/Pen, Free/Cross  
 Hair

**Accuracy:** .10 in.  
**Resolution:** .07 in.  
**Operating Mode:** Point  
**Maximum Tablet/Input Size:** 30 in.  
 Price: \$6,190  
**Distribution Method:** End User;  
 OEM

## TEKTRONIX, INC. 4956 GRAPHIC TABLET

**Compatibility:** Tektronix 405X  
**Digitizer Type:** Flatbed  
**Digitization Method:**  
 Magnetostrictive  
**Cursor Type:** Free/Pen  
**Accuracy:** .004 in.  
**Resolution:** .005 in.  
**Operating Mode:** Point, Continuous,  
 Incremental  
**Maximum Tablet/Input Size:** 20 in.  
**Data Transmission Characteristics:**  
 Ascii, GPIB  
 Price: \$5,870  
**Distribution Method:** End User;  
 OEM  
**Date First Installed:** 1977

## XYZTEK CORP. E-1000

**Digitizer Type:** Pinch Roller  
**Digitization Method:** Charge-  
 Coupled Diode  
**Cursor Type:** Restricted  
**Accuracy:** .001 in.  
**Repeatability:** .001 in.  
**Resolution:** .003 in.  
**Operating Mode:** Continuous,  
 Incremental, RS-232 Controlled  
**Maximum Tablet/Input Size:** 34 in.  
**Data Transmission Characteristics:**  
 Parallel  
**Distribution Method:** OEM  
**Date First Installed:** January 1984  
 (See Vendor Profile Page V-37)

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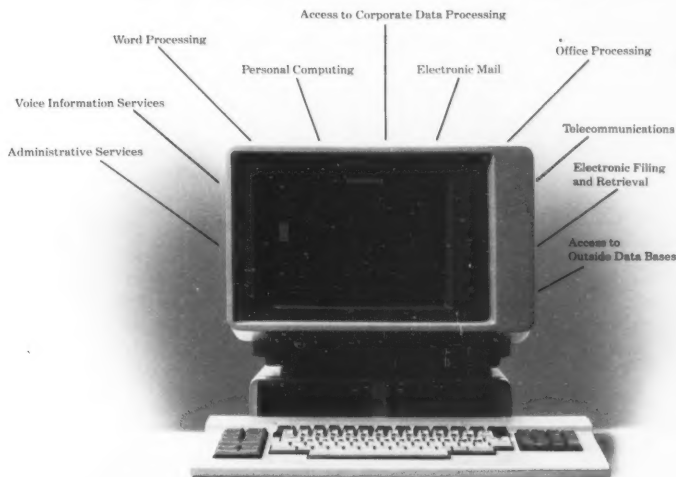
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